

*April / 1959*

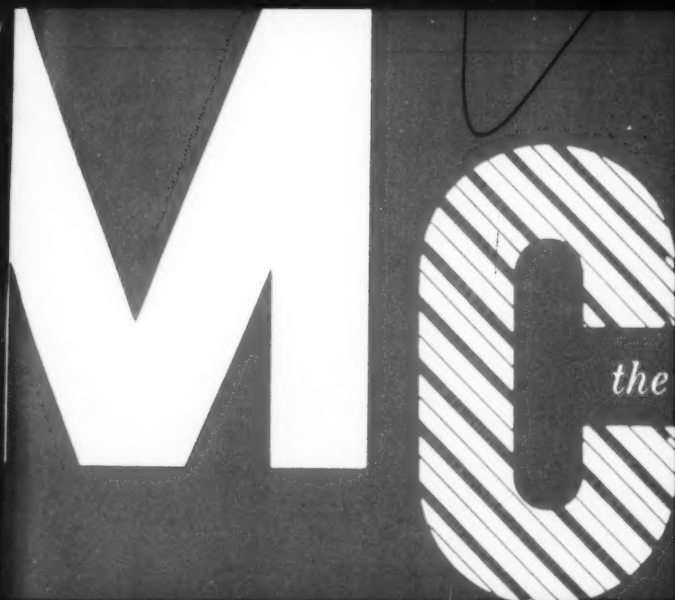
*New high capacity cooling tunnel  
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*How the new food additive law  
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*New European candy at  
Angelkiss*

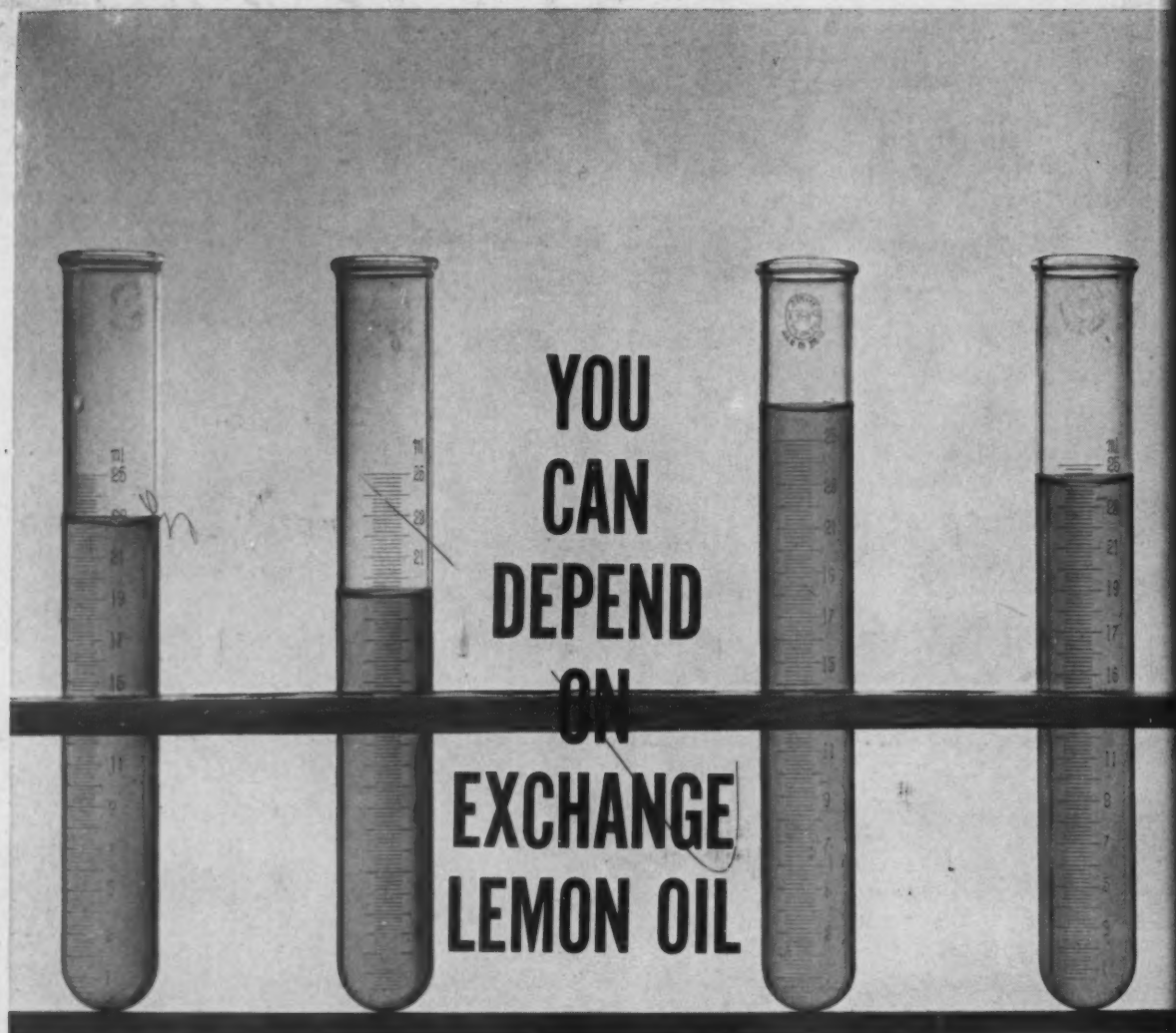
*New forms of sugar for  
candy making*

*Weekend Special:  
Nut glaze*



*the Manufacturing Confectioner*

specialized publication for confectionery manufacturers



always pure  
absolutely uniform  
authentic U.S.P. oil

WHEN JUST AN OUNCE OR TWO of lemon oil can glorify — or ruin — a hundred-pound batch of your product, why gamble?

Use only Exchange Brand Lemon Oil, U.S.P., California Cold-pressed.

Made exclusively from their own California and Arizona lemons by the Sunkist Growers — the people who know citrus best — Exchange Lemon Oil is care-

fully cold-pressed, skillfully bulk-blended for matchless uniformity.

Sunkist Growers pack and seal every container — from the 7-pound tin to the 395-pound drum — in their own plant, and guarantee every drop to be pure U.S.P. quality oil — unadulterated, unsophisticated. Always look for the word "Exchange" on the tamper-proof container seal.



**Sunkist Growers**

PRODUCTS SALES DEPARTMENT • ONTARIO, CALIFORNIA

Distributed in the U.S. by: Dodge & Olcott, Inc., 180 Varick Street, New York 14, N.Y. / Fritzsche Brothers, Inc., 76 Ninth Avenue, New York 11, N.Y. / Ungerer & Company, 161 Avenue of the Americas, New York 13, N.Y.

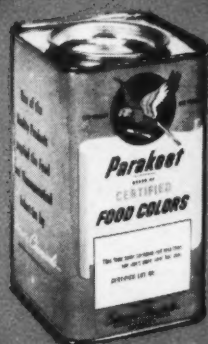


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## Color in Focus

Attention is *always* centered on those products that have that extra-luscious color appeal . . . and there's nothing better than PARAKEET® CERTIFIED COLORS for brilliance, accuracy, purity.

A complete range is available from stocks throughout the country. Our Technical Service Staff is at your service.

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## THE RIGHT ANSWER IS CROCKER BAG TOPS !

H.S. Crocker's bright colors printed on brilliant coated stock *supplement* the appetite appeal of your candy without hiding it... Customers can easily *see* and *read* the clear identification of both your product and your company on top of the heat-sealed bag. Crocker bag tops create more impulse-buying of bagged candy than any other device you can use!



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322 Colman Building, Seattle, Washington

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Jackson, Mississippi • Winter Haven, Florida • Minneapolis, Minnesota • Omaha, Nebraska • Cincinnati, Ohio

P.S. We'll be glad to help you design your bag-top, too!

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for

# candy business

## Pastel Marsettes introduced

Mars, Inc. is introducing Marsettes with pastel colored coatings this month. Their original Marsette centers, caramel and mint, will be used along with a new cherry cream center. The three Pastel Marsette flavors will be marketed in 15 pound bulk caddies and window boxes in addition to the regular ten cent roll.

## Stevens woos dept. stores

Stevens Candy Kitchens has appointed a former department store merchandise manager, Mrs. Alice Wardlow, to the newly created position of director of department store sales. The company is working on an expanded service program among the department stores and Mrs. Wardlow will work closely with store sales and merchandise managers to help increase candy department sales for Stevens' accounts.

The G. M. McKelvey Company, Youngstown, Ohio, has received an award from Stevens for "Distinguished Merchandising". The candy department of McKelvey's is located on the main floor of the department store and has recently been re-designed. The department features both Mrs. Stevens and Martha Washington candies.

## Wilbur drops consumer products

Announcement has been made that Wilbur Chocolate will not longer market consumer products sold under the Suchard name effective May 1. Suchard of Switzerland has organized a new corporation for the marketing of these products.

The new sales organization will have headquarters in Lancaster, Pennsylvania and will be known as Suchard Chocolate, Inc. Mr. W. O. Schmid, a native of Switzerland, will head the new company. He has resided in Toronto for ten years and is also vice president of Suchard of Canada, Limited. National sales manager will be Ralph G. Jacobson, formerly associated with Wilbur-Suchard Chocolate Company.

## New President at Smith Bros.

Robert N. Hustis has been elected president of Smith Brothers, Inc. succeeding his father, Harold N. Hustis, who is retiring. In other organizational changes, Peter K. McComb was elected a vice president in charge of the company's development program and Arthur B. McComb was elected to fill the post of secretary along with his previously held position of treasurer.

## U.S. Macadamia crop

The southernmost portion of California has been found suitable for the growing of Macadamia nuts, and an infant industry has been underway there for about eight years. Production is so far negligible, though a significant crop is possible in a few years through the technical assistance from the University of California.

The California Macadamia Society has been formed as a means of the interchange of information between persons interested in this industry. If you wish to support this effort to provide an increased crop of these unique nuts, you may join the society by sending three dollars to them at 1288 Las Flores Drive, Carlsbad, California and you will receive their interesting annual report.

## NCA offering cash prizes at convention

The NCA convention program committee has decided to offer cash prizes as an inducement to attend meetings at the June 7-11 get together. Attendance and promptness at meetings will make convention goers eligible for \$100 bill prizes.

## Vending machine survey done

Vend magazine reports that total sales through candy vending machines rose from 4,000,125,000 units in 1957 to 4,076,250,000 in 1958. The number of candy machines in use increased from 533,400 in 1957 to 543,500 in 1958. 62.5 percent of total sales through candy machines were nickel candy bars, 19.5 percent were dime bars, 11 percent were cookies and crackers and 7 percent were nickel gum packages. Complete copies of this census are available from the publication on request.

## DeMet' sells 12 stores

Andes Candies, Inc. has brought the number of its retail stores to over one hundred with the purchase of 12 DeMet's stores located in Chicago, Milwaukee and Peoria. The sale is said to be a first step in Andes' retail expansion program. DeMet's is negotiating to sell its remaining seven stores in the Chicago area, and turn its full attention to its growing wholesale manufacturing operation.

## Pan-Am. food tech. conference

Food technologists and officials from the U. S. Department of Agriculture will meet their Latin American counterparts for the annual Inter-American Food Congress, June 9-13th in Miami Beach, Florida. A bilingual program will feature exchange of scientific information between this country and those of South and Central America and those of the Caribbean area.

## President of Fleeer dies

Norman F. Hutson, president of Frank H. Fleeer Corporation, dies suddenly on March 20th. He was 56 and had been with the company since 1942.

## New Officers at Pearson

The board of directors of Pearson Candy Company, St. Paul, Minnesota has named Carl F. Pearson chairman of the board. Other officers are George Pearson, president; Herbert C. John, executive vice-president and treasurer; William N. Pearson, vice-president; and Milo K. Schroeder, secretary.

## Nestle names Colvin

Harold L. Colvin has been named assistant to the vice president of manufacturing at The Nestle Company. Mr. Colvin has been labor relations manager since 1953.

## Joseph Greenberg dies

Joseph Greenberg, 60, president of National Equipment Corporation, died April 3rd. He leaves three brothers, all associated with the company. He was well known in the industry, having been in it all his business life.

## Curtiss names PR man

James B. Ash has been appointed director of public relations for Curtiss Candy Co. He was formerly assistant public relations manager at Lukens Steel Company.

## Ex Curtiss VP dies

Howard J. Anderson, 63, retired vice president of the Curtiss Candy Co., died in Phoenix, Arizona, on February 22nd. He was associated with Curtiss for 35 years before retiring in 1955.

## Brock celebrates 50th

Brock Candy Company of Chattanooga is extensively promoting its fiftieth anniversary. Color ads in newspapers and TV spots will push the company's regular items and two new products. The company was founded in 1909 by the late Senator William E. Brock and William E. Brock, Jr. is now chairman of the board.

## '59 sales start high

After a mighty healthy 5% increase in candy sales last year, January started out with a whopping 11% jump over January 1958. Every class of candy amounts varied quite widely.

Item	Estimated sales of current month and comparison		Percent change
	January 1959 (1,000)	January 1958* (1,000)	January 1959 from January 1958
Confectionery and competitive chocolate products, estimated total.....	108,495	*97,830	+11
BY KIND OF BUSINESS			
Manufacturer-wholesaler.....	89,160	*80,453	+11
Manufacturer-retailer <sup>1</sup> .....	6,280	*5,171	+21
Chocolate manufacturers.....	13,055	*12,206	+7
TOTAL ESTIMATED SALES OF MANUFACTURER-WHOLESALE			
BY DIVISION AND STATES			
New England.....	10,579	10,566	(*)
Middle Atlantic.....	29,724	24,052	+24
N. Y. and N. J.....	14,340	11,600	+24
Pa.....	15,384	12,452	+24
East North Central.....	32,870	29,254	+12
Ill.....	29,482	26,225	+12
Ohio and Ind.....	1,554	1,408	+10
Mich. and Wis.....	1,834	1,621	+13
West North Central.....	2,797	3,039	-7
Minn., Kan., S. Dak., and Neb.....	1,855	2,137	-13
Iowa and Mo.....	942	902	+4
South Atlantic.....	3,538	3,366	+5
Md., D. of C., Va., W. Va., N. Car., and S. Car.....	1,347	1,193	+13
Ga. and Fla.....	2,191	2,173	(*)
East South Central:			
Ky., Tenn., Ala., and Miss.....	1,531	1,523	+1
West South Central:			
Ark., La., Okla., and Tex.....	3,185	3,266	-2
Mountain:			
Ariz., Colo., Id., N. Mex., and Utah.....	755	843	-10
Pacific.....	4,181	4,544	-8
Cal.....	3,156	3,632	-13
Wash., and Ore.....	1,025	912	+12

\*Revised.

<sup>1</sup>Retailers with two or more outlets.

<sup>2</sup>Less than 0.5 percent change.

Type of product <sup>1</sup>	Pounds Value		Pounds Value		Percent change	
	January 1959		January 1958		Jan. 1959	
	(1,000)	(1,000)	(1,000)	(1,000)	from	Jan. 1958
				Pounds	Value	
<b>TOTAL SALES OF SELECTED ESTABLISHMENTS</b>						
Package goods made to retail:	119,634	52,028	117,038	49,005	+2	+7
\$1.00 or more per lb.	6,268	8,334	6,376	8,142	-2	+2
\$.50 to 0.99 per lb. .	12,596	7,058	9,797	5,068	+29	+39
Less than \$.50 per lb.	16,668	4,469	15,018	4,018	+11	+11
Bar Goods . . . . .	54,258	22,905	56,316	22,582	-4	+1
Bulk Goods <sup>2</sup> . . . . .	19,283	5,309	19,489	5,032	-4	+1
5¢ and 10¢ specialties	10,561	4,553	10,042	4,163	+5	+9

<sup>1</sup>A selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total dollar sales of manufacturers.

<sup>2</sup>Includes penny goods.

Data from monthly "Facts for Industry" of the U. S. Department of Commerce.

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Percent  
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January  
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+11  
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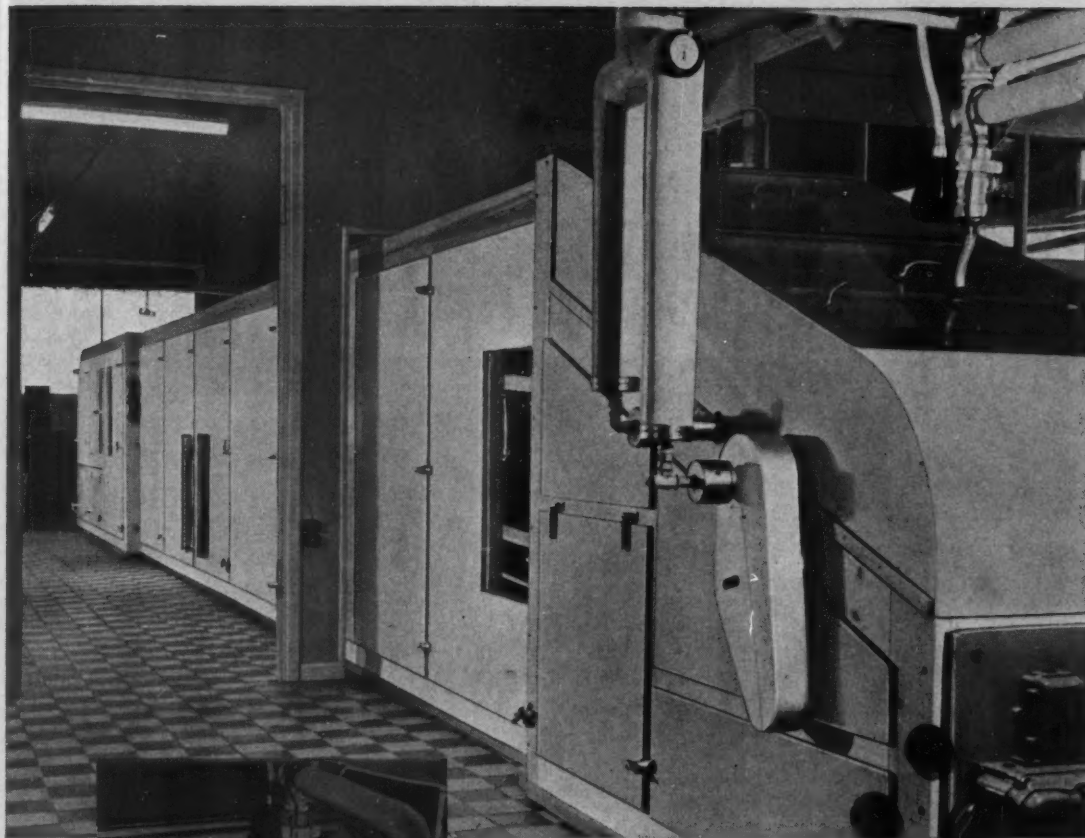
+1

+9

chocolate  
orting  
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J. S.

oner



## ERIKSEN

roller depositing plant

for high speed production  
of small chocolate goods  
such as  
lentils, pastils,  
mocca beans,  
small eggs etc.



### 100% automatic operation

Automatic feeding of chocolate, electronically controlled.

Capacity depends on the size of the pieces. As an example, lentils sized 1300 per pound, made on a unit with two sets of rolls, will produce from 500 to 600 pounds per hour.

Items made on this machine are usually finished by panning, polishing or wrapping.



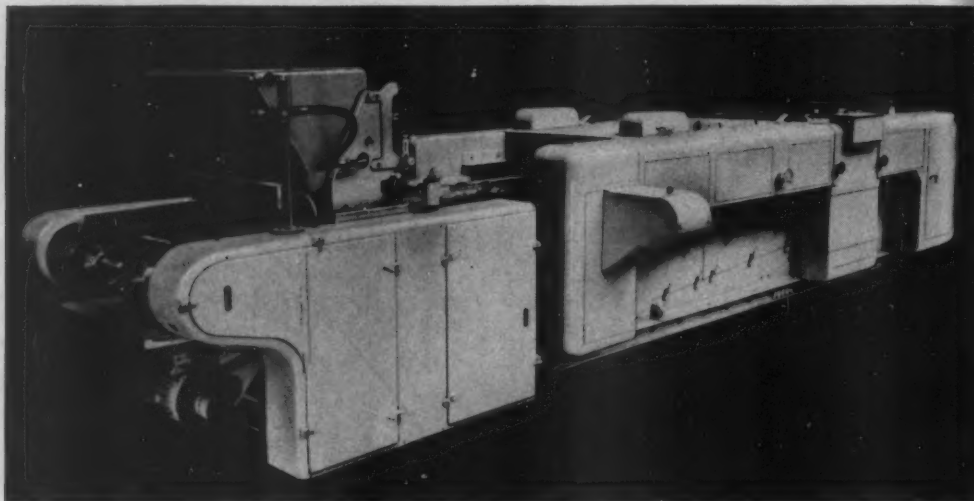
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# WHY

you should BUY

## THE NEW DESIGN BAKER PERKINS MASTER STARCH PLANT



**Because you benefit from QUALITY CONTROL** — Improved starch levelling and cam operated printing insure sharp impressions, uniform castings, and fewer rejects. Positive tray movement accurately locates cavities under pump-bar. Depositor design minimizes weight variations. All parts of plant are closely synchronized.

**Because you benefit from EASIER CLEANING** — Main sieve can be rapidly and easily removed through side of machine, permitting efficient cleaning as well as access to entire interior. Brushes and other sieve elements can be readily reached for inspection, and quickly withdrawn for cleaning. The closed air system prevents starch from escaping into room.

**Because you benefit from LESS MAINTENANCE** — Modern design is stressed throughout. Most mechanisms are independent of the side frames, and are covered. Motors and drives are mounted inside the frames. Only ball and roller bearings are used, and are mostly sealed and self-aligning. All working elements are enclosed, yet readily accessible.

**Because you benefit from ECONOMICAL OPERATION** — Initial investment is reasonable, and extra attachments are priced attractively. Down-time for cleaning and maintenance is minimized. Accurate depositing lessens tailings and rejects. Discharge of finished goods to take-away conveyor is automatic. Entire machine, controls and settings are easy to operate.

For Complete Details on the many benefits offered by the Baker Perkins Master Starch Plant — Call or Write

**JABEZ BURNS AND SONS, INC.**  
NEW YORK CHICAGO  
DALLAS SAN FRANCISCO  
ENGINEERS

600 WEST 43rd STREET • NEW YORK 36, N.Y.

8 — The Manufacturing Confectioner

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## How much more does quality cost?

*Not a penny*, when you use Flo-Sweet for sweetening!

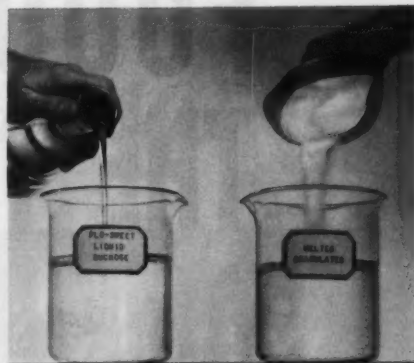
In fact, Flo-Sweet *saves* you money in a number of important ways. By eliminating manual handling of sugar. By avoiding sugar melting costs. In many areas, in the cost of sugar itself.

But a vital reason for the revolution that Flo-Sweet is making in food processing is *quality*. Flo-Sweet liquid sugars make possible a degree of quality control, and even quality improvement, that is difficult or too

expensive with ordinary granulated.

You can easily verify Flo-Sweet's higher quality yourself, through the simple test shown at the right. Just dissolve some of your favorite granulated . . . concentrate it to 67° Brix . . . and compare its color with that of Flo-Sweet liquid sucrose.

Your Flo-Sweet engineer will be glad to help you explore ways to use Flo-Sweet liquid sugars in cutting costs while boosting quality. Why not consult him soon?



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FOODS OILS ARE  
THE TOP CHOICE OF  
AMERICA'S LEADING  
CANDY MAKERS****

**BEST FOODS**  
DIVISION  
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**YOU DO BETTER WITH BEST FOODS**

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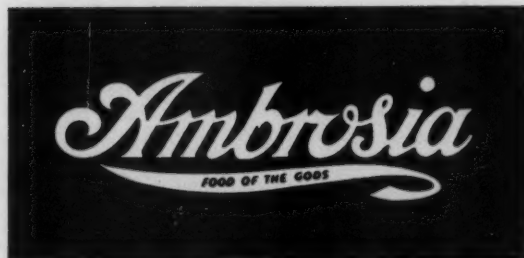


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candies

**quality**

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Coatings are your assurance of the  
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finest candies. Choose from Milks,  
Vanillas, Bitter Sweets, or  
Fondant Chocolate Coatings.



For samples and more information write to:  
**AMBROSIA CHOCOLATE COMPANY**  
Milwaukee 3, Wisconsin

Manufacturers of fine chocolate and cocoa since 1894



## Curtiss boosts sales... cuts costs with multi-packs in sparkling Du Pont cellophane

Curtiss was looking for a new package that would increase their sales and reduce costs. They found it when they adopted these new 12-bar multi-packages. Overwrapped in sparkling Du Pont cellophane, these packages increase the unit of sale, benefiting Curtiss as well as retailers.

Larger multi-packs may be your key to greater sales, too. They cut distribution and packaging costs, enable you to promote one product or a

variety of products. Added to this, you have *all* the selling advantages of cellophane: full transparency; a sparkling, appealing appearance; extra protection; superior printability. What's more, cellophane handles efficiently in high-speed applications.

**SPECIFY DU PONT CELLOPHANE** for your multi-packs. For information, contact your Du Pont Representative or Authorized Converter of Du Pont cellophane. E. I. du Pont de Nemours & Co. (Inc.), Film Department, Wilmington 98, Delaware.



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Both Shulton Vanitrope and Shulton Vanillin . . . blended in Nuvan under laboratory control . . . have been widely accepted—for **CHOCOLATE—BAKED GOODS—CANDY—EXTRACTS—ICE CREAM—PUDDINGS.**

Samples and technical bulletins available on request.



\*Nuvan 17—4 times the flavor strength of vanillin.

Nuvan 120—2 times the flavor strength of vanillin.

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# Tote Boxes

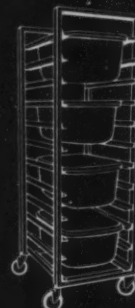
by WEAR·EVER



Smooth, rounded,  
easy-to-clean  
corners

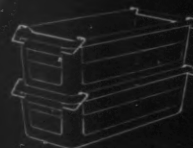
#24 Over-all Size:  
23 $\frac{7}{8}$ " x 17-1 $\frac{1}{16}$ " x 10 $\frac{3}{8}$ "

Exclusive  
Open Bead  
design

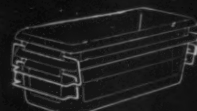


24 avail-  
able without handles  
to fit Cres-Cor Pan Rack

Strong, smooth  
one-piece handle



Stack  
when filled



Nest  
when empty

#35 Over-all Size:  
34 3/16" x 16 $\frac{3}{8}$ " x 12"



Dolly available for #35  
shown at left



You asked for it... a smaller version of the famous Wear-Ever #35 Tote Box. It's our new #24, shown at top in the above illustration, and it's available now.

We've designed it particularly for you whose needs call for a lighter, smaller, easier-to-handle container. It is available without handles, to fit perfectly in a Cres-Cor pan rack.

This new box incorporates the same quality construction features as our standard size box—special extra hard wrought

Wear-Ever Aluminum Alloy, sanitary open bead and extra strong, double-embossed bottom.

Like its big brother, shown in the smaller photo, this new box stacks when full, nests when empty and is available with your identifying imprint on side or end, if desired.

For full information on our complete line of food handling items, call your local Wear-Ever man, or send coupon below.

Ask us about our special equipment to your specifications

## WEAR·EVER ALUMINUM UTENSILS

WEAR-EVER ALUMINUM, INC.  
WEAR-EVER BLDG., NEW KENSINGTON, PA.

Wear-Ever Aluminum, Inc.  
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GENTLEMEN: I'd like to know more about your Tote  
Boxes and other handling equipment.

☐ Send me your catalog.

☐ Have your representative see me.

NAME .....

TITLE .....

Fill in, clip to your letterhead and mail today.

# the Manufacturing Confectioner

with International Confectioner

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April 1959

Volume XXXIX—Number 4

Edited and Published in Chicago

The Candy Manufacturing Center of the World



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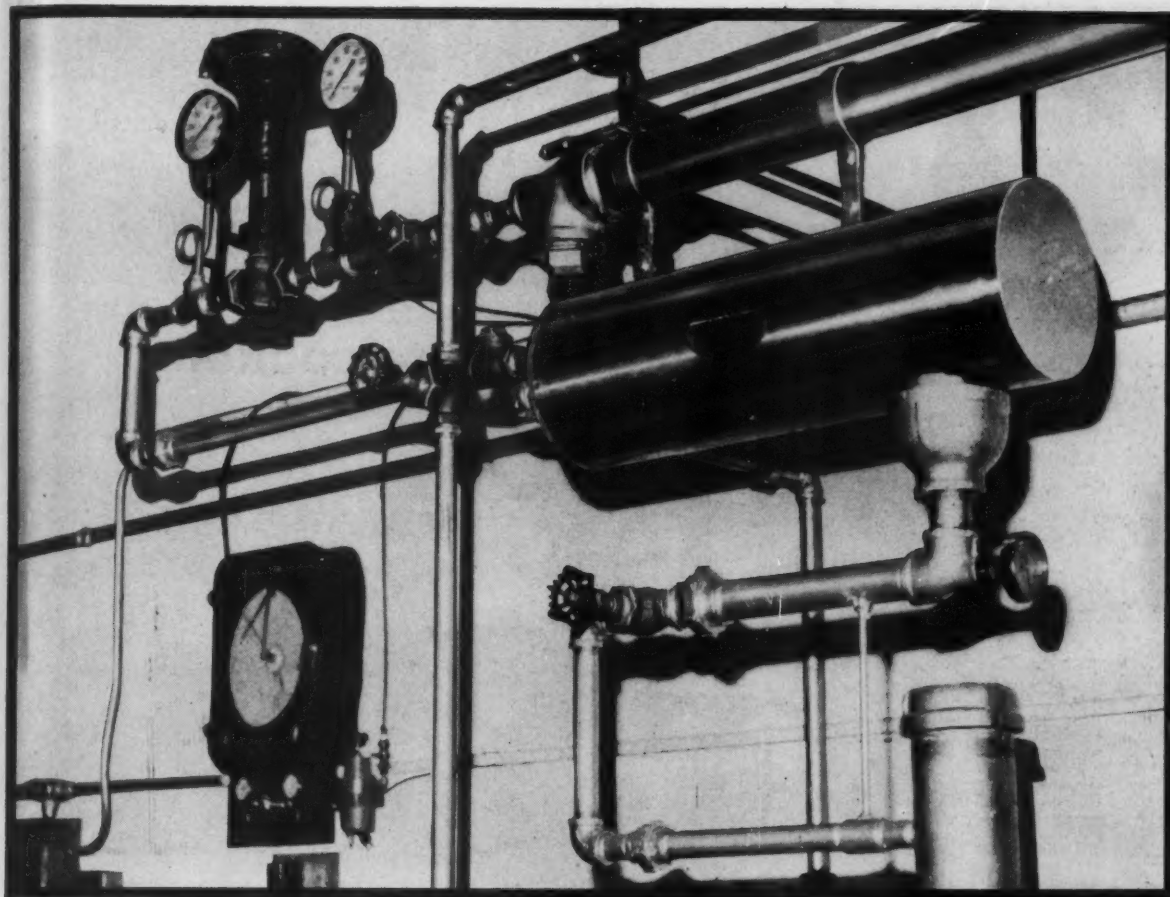


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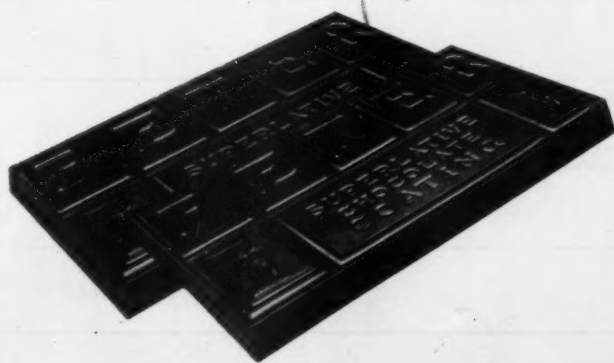
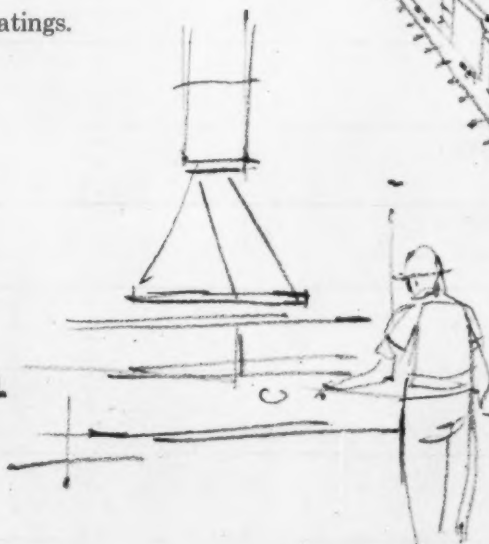
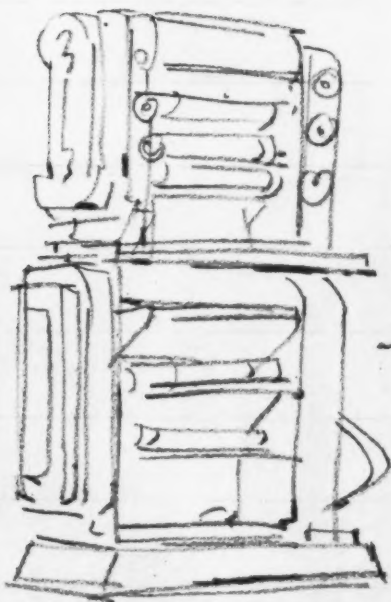
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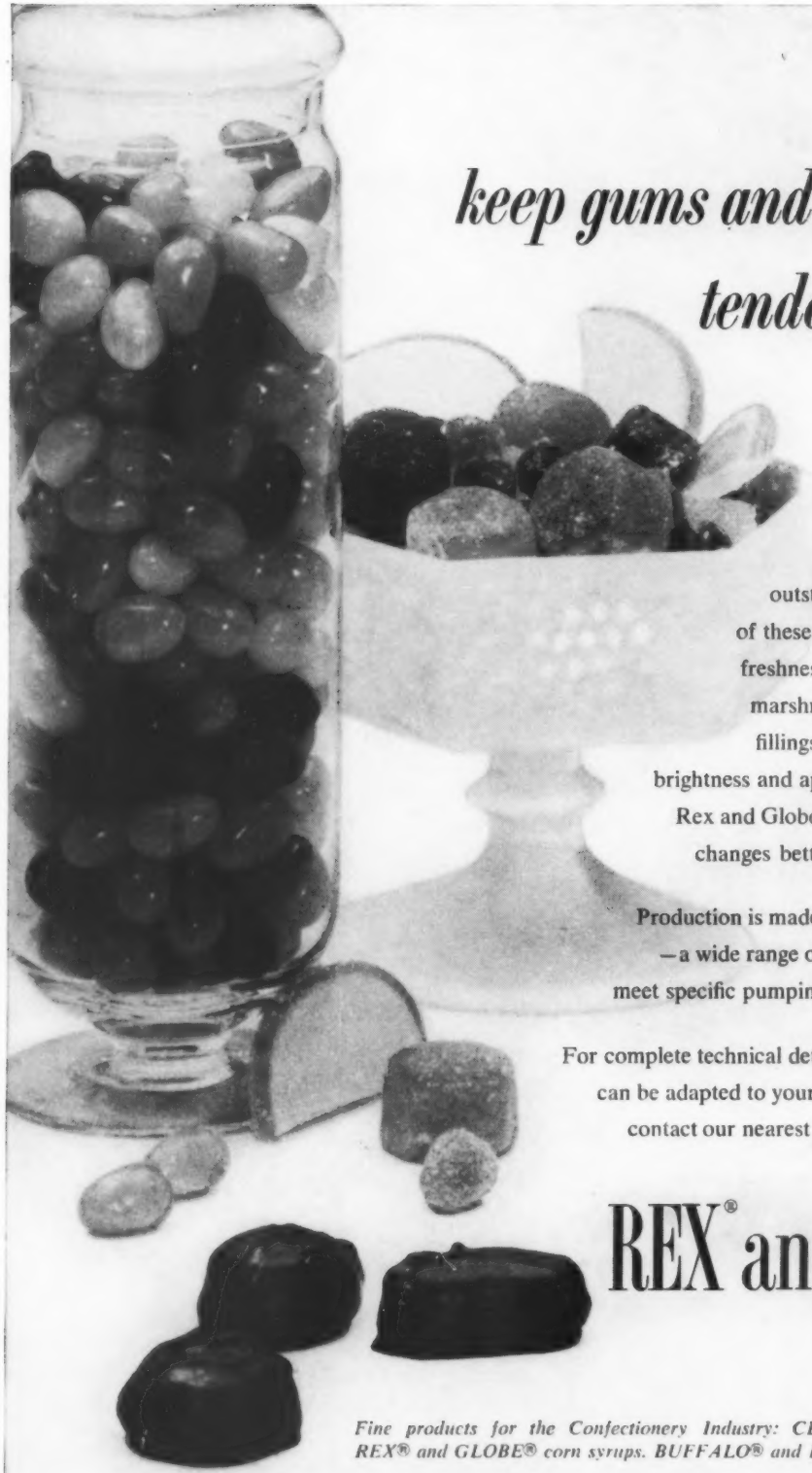


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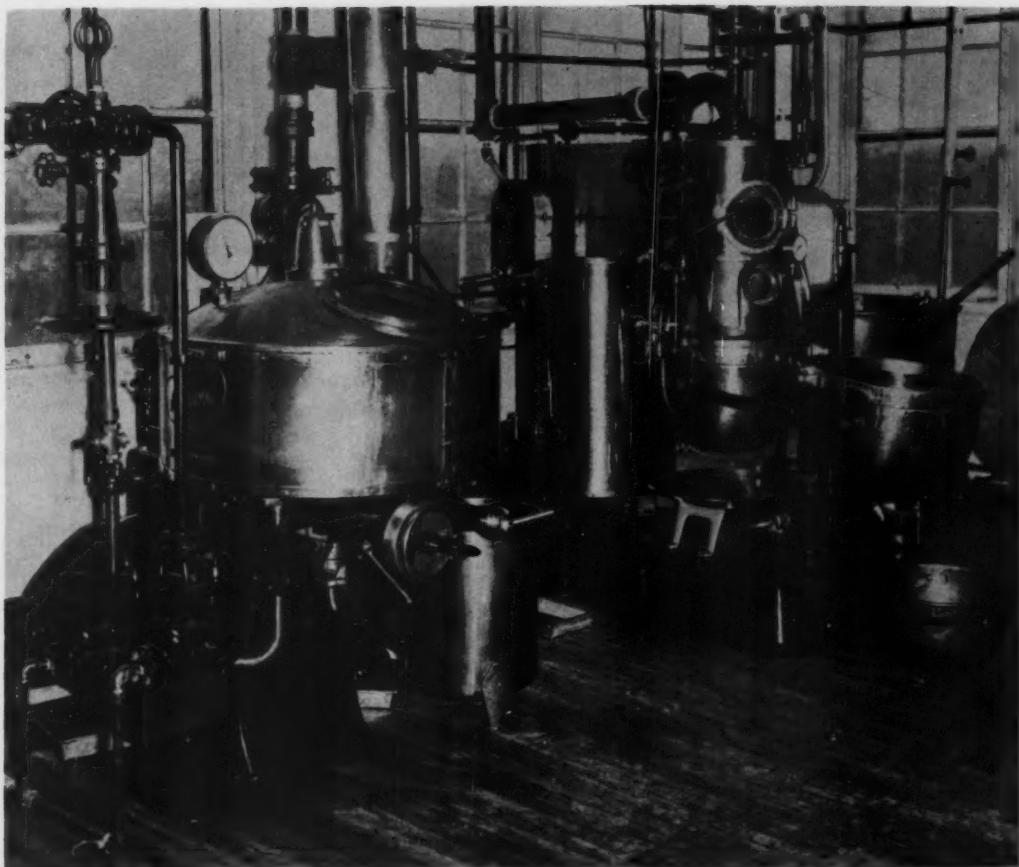
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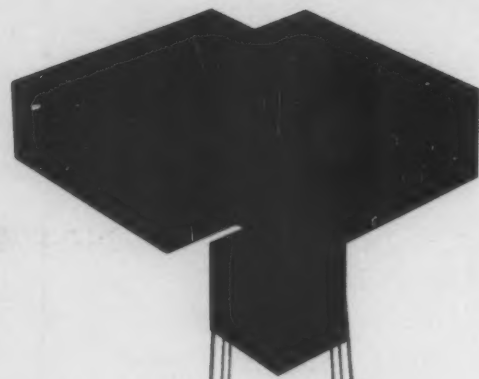


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## How the new food additive law will effect you

BY STANLEY E. ALLURED  
Editor

**T**he new Food Additives Amendment is now law, and its effects will be felt, in some way or other, by every candy manufacturer. No person in a responsible position in candy manufacturing can afford not to be familiar with its meaning and provisions.

The big change that this law makes is in the philosophy of legal responsibility for the safety of food additives. In the past the FDA law followed the traditional concept of jurisprudence in the United States, a person was considered not guilty until proven otherwise. Under this new law, however, a person is automatically judged guilty upon issuance of complaint from the government, without the necessity of any supporting evidence. The burden of proof of non-guilt, this is, the safety of the additive, is upon the person so complained against.

By any standard, this is a radical change in our way of doing business, and it behooves the manufacturer, and particularly the candy technologist, to be very familiar with not only the provisions of the law but also the administrative procedures set up to provide standards and methods of compliance.

The following discussion of the act is in question and answer form, and is based on material furnished by the Manufacturing Chemists Association.

### **What is the purpose of the law?**

The new law amends the Federal Food, Drug and Cosmetic Act of 1938 "... to prohibit the use in food of additives which have not been adequately tested to establish their safety." In effect, the law makes the pre-testing of food additives a

legal requirement. Heretofore, the responsibility for testing has been entirely voluntary on the part of the manufacturer and/or commercial user of the additive.

### **What, specifically, is a food additive?**

According to the law, the term "food additive" refers to "... any substance the intended use of which results, or may reasonably be expected to result, directly or indirectly, in its becoming a component or otherwise affecting the characteristics of any food (including any substance intended for use in producing, manufacturing, packing, processing, preparing, treating, packaging, transporting or holding of food; including any source of radiation intended for any such use) ... ." Excluded for purposes of the law are substances known to be safe or those covered by other laws, such as the Meat Inspection Law.

### **What are the law's general provisions?**

The proposed Federal regulations designed to implement the law will not specify the types of testing necessary. This prerogative will remain with the manufacturer or user of the additive.

In evaluating tests for safety, the FDA probably will use criteria previously established by the Food Protection Committee of the National Research Council, unless proponents of additives suggest testing methods considered equal or superior to those recommended by the Food Protection Committee.

The law states specifically that the amount of an additive necessary to produce the desired effect in a food or food product—and no larger amount—will be permitted. Any additive that would result in consumer deception or adulteration or misbranding of a food, would not be approved.

### How is a new additive approved?

When someone wants to introduce a new additive he first completes the required testing and compiles his data. This is presented to FDA, with a petition for an order permitting its use. The FDA files a notice of this petition, along with pertinent data, in the Federal Register.

The FDA then has 90 days to review the test data and to issue an order granting or denying the petition. This order takes effect when it is published in the Federal Register.

If the petitioner objects to the order, however, he may file his objection. Any other person who claims to be adversely affected by the order may also file an objection. If the FDA and the objector cannot iron out their differences, the objector can request a public hearing.

If he does, FDA sets the hearing at the earliest convenient date. After the hearing FDA issues a new order. If the proponent of the additive or some other person adversely affected still objects, he then may petition the U. S. Court of Appeals.

### Are some additive exempt from testing?

Experience based on previous use will be considered in evaluating additives employed before January 1, 1958. FDA has compiled a list of 188 food additives believed to be exempt from testing requirements because they are generally recognized as safe. According to the FDA, the list is only a partial compilation. None of the many flavoring materials was on the initial list, for example; FDA said they will be covered later.

The already exempted additives include 61 preservatives, 39 buffers and neutralizers, 35 nutrients, five non-nutrient sweeteners, five coloring agents, five stabilizers, four emulsifiers and 34 other additives.

### What is the background of industry testing?

Dr. Arnold J. Lehman, director of the FDA's Division of Pharmacology, has acknowledged that apart from the legal technicalities involved, the pre-testing of food additives for safety has been widely practiced by industry since World War II, and that the FDA sanctioned and participated in this voluntary safety program.

It has been established that the public has been exposed to very few potentially dangerous additives in the past 20 years. There have been no deaths ascribed to toxic additives, according to the FDA. In the few reported cases of poisoning, the persons stricken recovered with no lasting effects. These cases resulted from the use of two food colors, permitted under existing legislation. These colors have been withdrawn from use.

In a recent series on food additives, the *New York Times* quoted the FDA indirectly as saying, "The reason for this clean record is that the responsible members of the food and chemical industries have conducted careful testing programs of their own for many years and conferred extensively with that agency about most new additives."

The FDA, the agency that will administer the law, has pointed out in a published report

that the amendment will have the equally important effect of removing "... unnecessary restrictions on many useful chemicals which are perfectly safe if properly used."

Chemicals were classed arbitrarily as "poisonous" or "non-poisonous" under the old law. The FDA itself has agreed that this was unrealistic and unscientific. Literally construed, it would have precluded the use of many chemicals known to be nutritional—sometimes essential—benefit because they are toxic in extremely large, unusual doses. Table salt, for example, is in this classification.

Another desirable aspect of the amendment is that it provides detailed procedures, long sought by the food and chemical industries, to guide the introduction and subsequent FDA approval of new developments in food technology, a science that is moving at an ever-accelerating pace because of the results of research and the demands of our changing living habits.

### Are food additives necessary?

Most authorities agree that removal of food additives from the American scene would result in chaos.

Mr. Harvey, Deputy Commissioner of the FDA, has been quoted as saying "... it would be, perhaps, utterly impossible to feed the country without food additives unless we moved our homes out of the congested centers."

In one of its publications, the FDA reported: "During the past half-century the science of food chemistry has made tremendous progress. The growing, processing and packaging of food so that it can be transported for thousands of miles and remain in good condition for months or years is one of the wonders of modern civilization."

"... Additives are used for a great many interesting and useful purposes. ... With the aid of food chemistry the commercial cook does many things that would be difficult or impossible in the home kitchen. Unnoticed by many of us, our food supply has been going through an industrial revolution."

### What of the future?

In an address some time ago, "The growing use of chemicals in foods" Commissioner Larrick cast an eye to the future when he said:

"It is one of our unsolved, perennial problems. Sometimes it seems that hardly a day goes by without our being confronted with some new phase of this problem—usually in the form of a new chemical additive which is being proposed for the improvement of some food product."

"Actually, this is a tribute to the dynamic state of food research. To some degree we should be thankful that the problem of chemical additives in foods will never be completely solved, for that would mean that we have come to the point where chemistry and food technology are no longer contributing new discoveries to the betterment of our national food supply."

"Progress always brings new problems, and in the solution of these there is further progress."

## New forms of sugar for candymaking

by DR. KATHERYN LANGWILL, Director of Research  
Refined Syrups and Sugars, Inc.

**F**or centuries sugar cane was considered to be the only source of sugar—sucrose—but now we know that it may be obtained commercially from the sugar beet, sugar maple and palm tree as well.

The habit of thinking only of sucrose when sugar is mentioned as the sweetening agent has changed markedly. Other sugars with well defined functional phases and priced competitively are very important ingredients of confectionery. In fact, ever increasing varieties of candy are possible because sucrose is complemented by other sugars to permit reproducible characteristics of chewiness, shortness, toughness and brittleness. At the same time shelf life has been increased since control of desired texture is possible.

Dextrose is one of the sugars that complements sucrose. Your first reaction to that statement may be the thought that dextrose has been on the market for years so what is new about it? True, it has been on the market for years, and, like sucrose, improvements in quality were gradual. Now, however, new developments in refining techniques require reappraisal of the full potentials of dextrose. As in the refining of sucrose, crystallization was always thought to produce a product of high quality. The first strike of sucrose and dextrose crystals is naturally the best. However, an even more superior product is produced when sugars dissolved in water are subjected to an ion exchange system as the final step in refining. Dissolved dextrose is treated with vegetable carbon, filtered through a leaf-type filter (autofilter) press, after which it is polished and passed through an ion exchange system before it is blended with liquid sucrose or liquid invert sugar. A water white product results, practically ash free and with low turbidity.

Sucrose and dextrose can thus be made of equal purity, the only difference being sweetness. Limited amounts of dextrose have been used previously by the confectioner but now he should re-explore the use of dextrose in his products. With this high purity product, dextrose may be used where delicate flavors are concerned. Formerly this was not possible because of its taste but with the new product there is no detectable flavor other than sweetness.

In many areas, today, blends of corn syrup, invert sugar and sucrose are available to the industrial user. In the not too distant future combinations with dextrose will have wider distribution than at the present time so that it is not too soon for those who are research minded to be thinking of the economy in using such blends.

You may recall that over a year and a half ago an article appeared in *The Manufacturing Confectioner* about the Tuxedo Candy Company. All their formulae were recalculated so that one master mix or blend could be used throughout the entire plant. They prepare their own blend from corn syrup and dry sugar. Now the refiner is prepared to take over that job and deliver a homogeneous product of any composition: 90 sucrose/10 corn syrup, 80/20, 70/30 or 60/40, to cite a few examples.

The master mix selected by Tuxedo was made up of 60 sucrose/40 corn syrup. While it is recognized that all confections can not be produced from just such a blend, the area used for making fondant and cream centers was located near the source of dry sugar because of the need for a

*This paper was presented before the New York Section of the American Association of Candy Technologists on February 19, 1959.*

higher sucrose ratio. This was accomplished quite easily by preparing a high sugar fondant and then adding a bob syrup made from the master mix. In the area where a greater amount of corn syrup was needed as in the case of gums and jellies, corn syrup was brought in through a pipeline. In smaller operations where a single type of confection is being manufactured, the purchase of a specific blend eliminates the necessity of a tank for both corn syrup and liquid sugar blend.

The advantages claimed for such a system as installed at Tuxedo were that 1) more accurate formulation of the two major ingredients resulted, 2) a closer control of costs and quality of the finished product could be maintained and 3) a reduction in time of batch make up since only one measurement was required instead of two.

Before the use of liquid sugar was adopted by the confectioners, corn syrup as well as dextrose were used in specific formulae. The solids in these products varied from time to time. Now that we have liquid sweeteners, we have better control over the uniformity of blends. For example, in preparing a sucrose/corn syrup blend, both ingredients are mixed together, pasteurized and cooled. As a result, the blend is a completely homogenous product which will never separate and is stable under normal storage conditions. The same holds true when dextrose is used. The blend is neutral and has a specific solids content with a higher pH than is attainable with corn syrup or dextrose alone, and it is possible to retain good color with no increase in inversion. While the use of these blends by the confectionery industry is still in its infancy, it will not be surprising if within the next 3 or 4 years, or 5 years at the most, candy manufacturers will be using a special type of blend that will cover all their various formulae.

In the hard candy plant, one blend will be sufficient. In the plant where chocolate coated centers or plain creams are being prepared, the possibility is that a compromise may be adopted. For instance, an 80/20 sucrose-corn syrup blend may be found to satisfy the requirements formerly produced by a 70/30 as well as a 90/10 blend by a slight adjustment of formulae. Where this is done, the manufacturer may be sure of having better control over ingredients to produce a uniform piece of candy. In any event, where only one blend is required for formulae for fondant, hard candy, coconut centers, fudge, etc., the refiner is prepared to deliver that specific blend in quantities to meet your needs.

Another "plus" in favor of the blends now being delivered is the fact that, with the use of a heating unit, liquid sugars of a much higher solids content can be delivered. Thus the boiling time of the batch is cut down and a considerable saving in time and heating facilities is made possible.

It surely is time now to appraise the use of blended dextrose in candies. From our experience thus far, it appears that dextrose may become an important factor in centers and fondant. In some

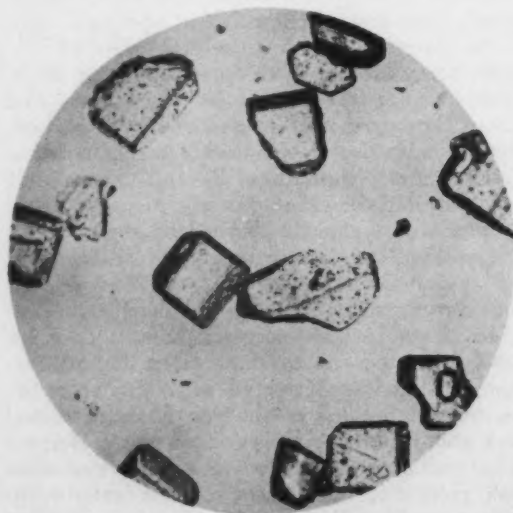
instances it has a slower set than sucrose, but once set, it is firm and may prolong shelf life.

Because the confectionery industry has so many different ratios of sugar to corn syrup, dextrose or invert sugar in their formulae in comparison to other food industries using sugar, it may take longer to convert to the use of a single blend or at the most two blends. Cases in point would be the soft drink industry, the bakers and ice cream manufacturers where the formulae are much more uniform.

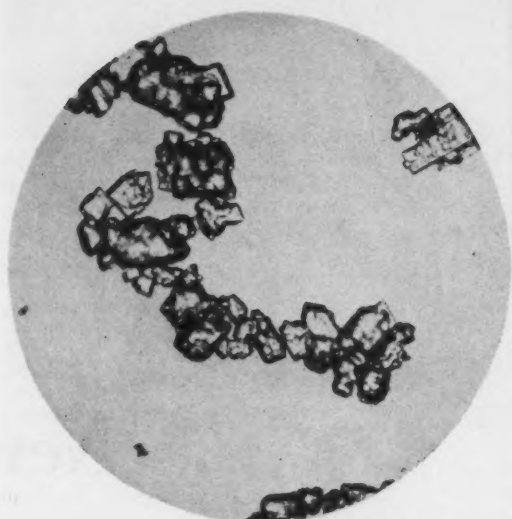
Another tool for the confectionery industry may be some new sugars called Multi-Sugar which may prove even more revolutionary in the industry than liquid sugar blends. We have just about completed the laboratory research work and in a couple of months will be producing in pilot plant quantities. Everyone recognizes the fact that there are times when dry sugar is a necessity and times when a combination of sugars is advantageous.

In making these various combinations of sugars, we do not change the sweetening value of any of the components. The characteristics of the crystal structure are radically different, however, from that of hard grained sugar, whether sucrose or dextrose. Some of the Multi-Sugars dissolve much more quickly than others because of their porosity while some have greater bulk which may or may not be advantageous in industrial uses.

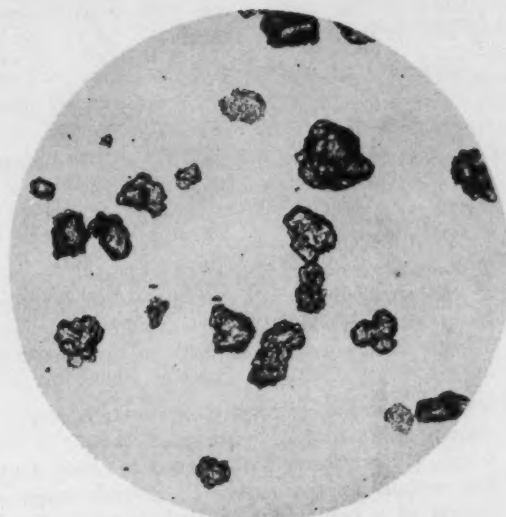
In the accompanying photomicrographs (100X), you will note the difference in crystal structure between granulated sugar—Baker's Special (#1), Multi-Sugar-sucrose (#2) and Multi-Sugar-sucrose/corn syrup (#3). The smooth edges of the individual sucrose crystals are in sharp contrast to the agglomerates of jagged edged Multi-Sugars. When starch is incorporated in these two Multi-Sugars, the agglomerates appear to be broken up and #6 and #7 indicate that there is no significant difference in the particle size of powdered sucrose/corn syrup/starch Multi-Sugar and Confectioner's 10X.



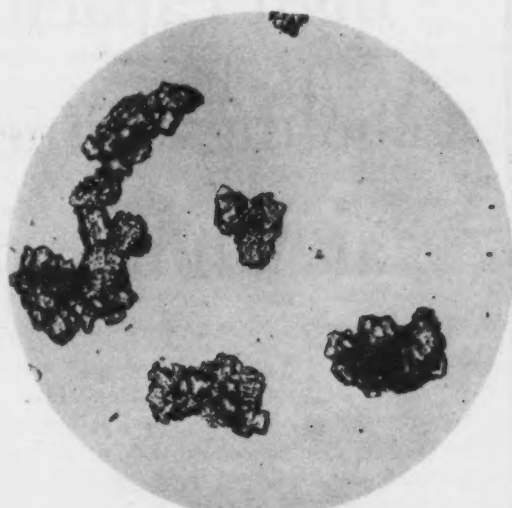
#1 — Granulated Sugar — Baker's Special



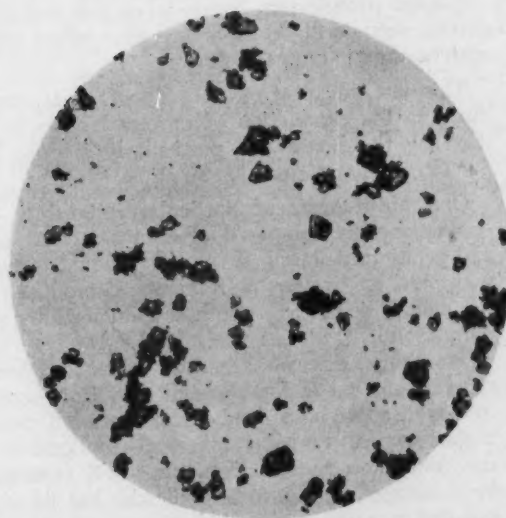
#2 — Multi-Sugar — Sucrose



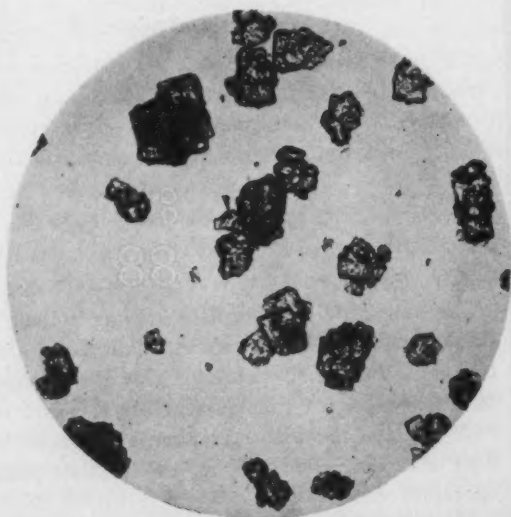
#5 — Multi-Sugar — Sucrose/Corn Syrup/Starch



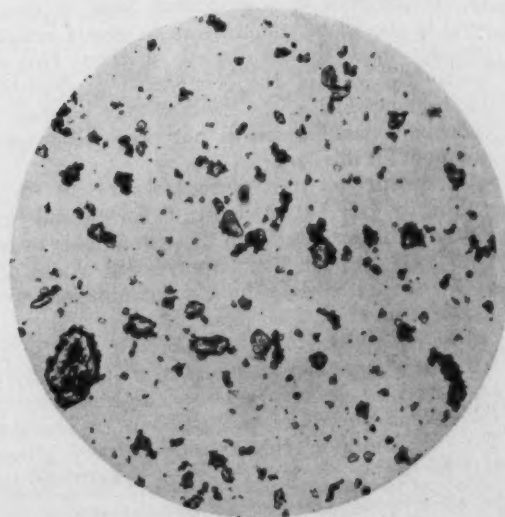
#3 — Multi-Sugar — Sucrose/Corn Syrup



#6 — Powdered Multi-Sugar — Sucrose/Corn Syrup/Starch



#4 — Multi-Sugar — Sucrose/Starch



#7 — Confectioner's 10X

Some of the unusual qualities of Multi-Sugars may be summed up as follows:

1. The surface of Multi-Sugars, unlike hard grain sugar, has jagged edges and is somewhat porous, accounting for its increased rate of solution.

2. Using hard grain sugar terms, Multi-Sugar particle size ranges from Baker's Special to powdered.

3. Multi-Sugars can be disintegrated to powder fineness with much less power than is required to reduce hard grain sugar to the same degree. As an example, Multi-Sugar may be incorporated directly with cocoa liquor without previous grinding.

4. A cubic foot of Multi-Sugar weighs much less than a cubic foot of hard grain sugar. In other words, it has greater bulk. One cubic foot of extra fine weighs approximately 53 pounds while the weight of a cubic foot of Multi-Sugar varies between 36.5 and 46 pounds.

5. Less stratification occurs when you mix other dry materials with Multi-Sugars than when mixed with hard grain granulated sugar.

This last advantage would be of great importance in the production of prepared mixes to be used by the housewife, particularly if only half a package was consumed at one time.

One Multi-Sugar of particular interest to the confectioner is composed of sucrose, corn syrup and gelatinized starch. When this product is mixed with 13-1/2% water, a fondant is produced in the cold which is as smooth as commercially prepared fondant. It has the added advantage that on standing it does not separate. When considering the vast amount of fondant and its various modifications used by the candy manufacturers, Multi-Sugars appear to have unlimited applications in the confectionery field. New uses will constantly be developed by the individual who has imagination and experience in the industry.

Because of the ease with which Multi-Sugar can be reduced to a powdered form, it may be used in chocolate manufacture to give a smoother product in a shorter period of time. However, before this occurs, the economical production of Multi-Sugar has to be worked out because the chocolate manufacturer is not prepared to pay a premium for this sugar.

In conclusion: the future looks bright for the production of better, more flavorful and more uniform confections. With these new tools to work with, new products and improvement of old products are limited only by the imagination of the manufacturer.

Just remember, too, that man is a mass of protein, on a structure of minerals, protected by fat, energized by carbohydrates and activated by vitamins. You can make the problem of energizing the population of this country a very pleasant task by offering them a variety of delightfully tasty confections.

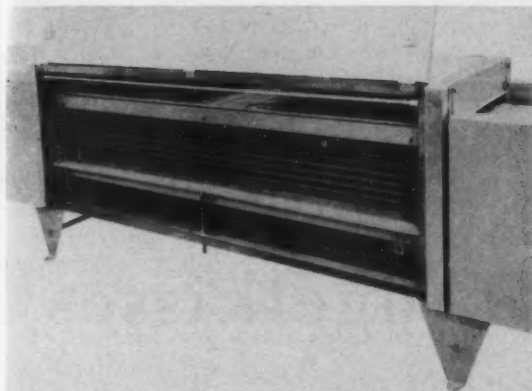
*The end*

## New high capacity cooling tunnel at Whitman's

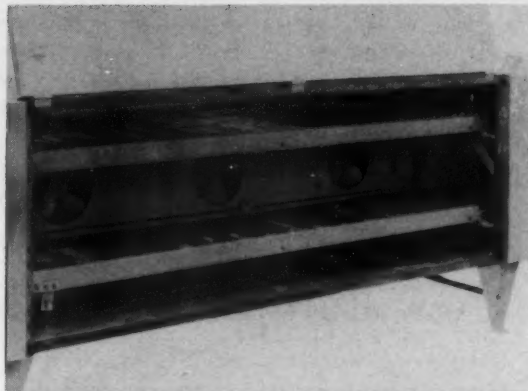
BY STANLEY E. ALLURED  
Editor

A new type of chocolate cooling tunnel has been installed at Whitman's that introduces a new technique in tunnel operation. This is a prototype of a new class of tunnels that for the first time will give the manufacturer almost complete freedom of cooling conditions in his chocolate cooling operation.

The tunnel operates on a zone cooling system



These views show the opposite sides of a section of the Multi-Zone Cooler. On the left is shown the coil side and the other is



a view of the fan side. The principle of cross-wise air movement is fully apparent here.

rather than as a single cooling unit. It is built in eight foot sections and the temperature in each section is independently controlled.

The advantages of a zone controlled tunnel are substantial. For one thing, the temperature rise between the air inlet and outlet is no longer determined by the heat pickup from the candy going through it. This rise can be closely controlled to provide optimum temperature conditions at all points. In fact, at Whitman's, the temperature actually drops to its lowest point before the end, and rises slightly before the product leaves. This is to avoid condensation problems in the packing room.

Each eight foot section of the tunnel is constructed as a unit, with its own expansion coil and fans. A single compressor supplies the cooling medium to all sections. The individual coils in each section are controlled by valves which are the temperature controlling units. The air travel, instead of being from one end of the tunnel to the other, is from one side to the other. The coil and fans are mounted between the load carrying belt and the return. Air is drawn through the coils, driven between the belts and up one side and across the candies. It is baffled to hold air transfer from section to section to a minimum.

Whitman's has found that this tunnel has increased their capacity in this line about 30%, on an average, over their previous conventional tunnel. In fact, in many cases, it cannot be operated at capacity because of limitations of feeding on the one hand and packing on the other.

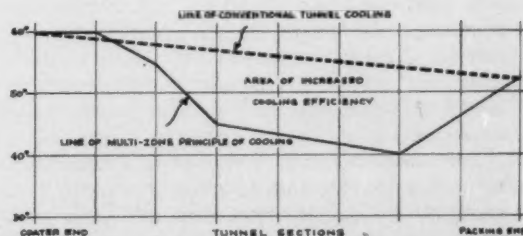
At the present time, the zones are not automatically controlled, but a manual valve control is enough to provide quite accurate maintenance of a set temperature. Whitman's has a twelve point temperature indicator and recorder measuring each

section and other room temperatures to get operating data. Automatic controls are being developed for this machine and are expected to be standard equipment on production models.

This design has eliminated one of the most troublesome problems of tunnel operation, the variance in tunnel temperatures between full-load and no-load conditions. These may run from ten to fifteen degrees in conventional tunnels, and usually results in subjecting the initial load of chocolates to over-cooling until the tunnel is full of product. With this new design, however, the variance between full-load and no-load conditions runs about three or four degrees, and in most cases may be ignored in starting up operations.

This zone-cooling design is also more easily adapted to extrusion feed production lines, for its cooling capacity is, for all practical purposes, unlimited. The individual cooling coils can be set for as low a temperature as necessary to provide for very high loads.

This unique type of tunnel opens up many production possibilities to the manufacturer. Its versatility will allow a wide variety of tunnel conditions, unhampered by the usual air flow and temperature rise limitations of standard tunnels.



This temperature graph, not representative of Whitman's operations, shows the theory of temperature settings to provide the greatest cooling capacity for the least amount of cooler length, in comparison to the limitations of standard tunnels.

## New European candy idea: Angelkisses

**D**uring the last few years a new confection has rapidly spread across the Continent of Europe. This piece, christened Angelkiss in America, is locally known as Negerkuss or Mohrenkop in Germany, Swcwenbombe in Augstria, Negerzoen in Holland, Tete de Nege in France and Skumboller in Scandinavia. It has been made on a small scale by local bakers and pastry shops for many years.

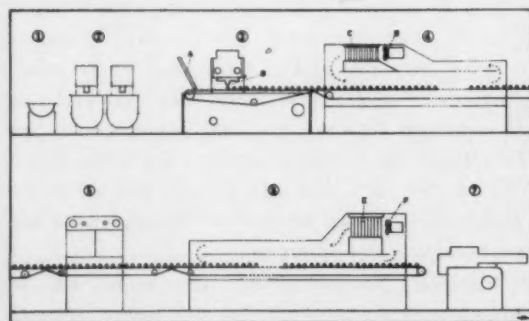
Only recently has factory production of this item been undertaken and it has proved to have a great deal of popularity. In Germany alone, the average daily consumption in 1957 was about 2 million pieces, the production being to a large extent concentrated in some 7 or 8 big factories with a daily output of 100,000 to 400,000 each. The total production capacity in Germany is approximately 5 million a day (based on 2 shifts per day), but consumption is somewhat seasonal, coming practically to a standstill in the summer and in the Christmas season.

From Denmark and Northern Germany the Angelkiss production has spread to the other Scandinavian countries and to Holland, Eastern France, Switzerland, Austria and Italy. There is no doubt that a large part of the popularity of this line results from the fact that the Angelkiss is one of the largest pieces that can be effectively sold for a relatively small amount of money. The large volume is due to the Angelkiss being essentially a foam article, consisting of a creamy type of marshmallow piped on a wafer biscuit base and covered with chocolate or coating. The marshmallow is of a special type, containing only small amounts of stabilizers and having a density of 24-36 ozs/US gallon.

BY J. W. MANSVELT  
Chief Chemist  
Lenderink & Co.

In Germany Angelkisses are sold retail at 10 Pf. which roughly corresponds with 2-1/2 cents in U.S. money. The weight of the piece is approximately 1/2 oz. of which perhaps 1/8 oz. is coating. At present compound coating with a chocolate color or taste cannot be legally used for Angelkisses in Germany. In other countries, however, the use of compound coating is widespread.

From the production and distribution point of view, the Angelkiss presents special problems. Quite a lot of practical experience is needed to produce an article with a reasonable shelf life. Due to the



Schematic drawing of a fully automatic Angelkiss line.

1. Cooking kettle for preparing the boiled batch
2. Beating machines (vertical planetary beater)
3. Depositing machine (automatic)
  - A. wafer feeding device
  - B. depositing nozzles
4. Skinning tunnel
  - C. heating coils
  - D. fans
5. Enrober
6. Cooling tunnel
  - E. cooling coils
  - F. fan
7. Wrapping machine.

fact that the pieces are rather fragile, packing and transport also offer difficulties. This is especially the case, when, owing to the stiff competition, as in Germany, manufacturers have been forced to produce larger and larger pieces which can only be done by decreasing the density of the cream. This in its turn markedly reduces its shelf life and increases its fragility.

The production of Angelkisses can be analyzed into the following steps:

1. Preparation of the cream.
2. Piping the cream on the wafer biscuits.
3. Superficially drying the pieces (skinning).
4. Enrobing and cooling.
5. Packing.

The marshmallow type cream used for this article is quite different in a number of aspects from that commonly known in the United States. Its typical "fluffy" texture is due to a very low content of stabilizer such as agar or gelatine and to a relatively high content of some form of albumen.

The low density (24-36 ozs/US gallon) cannot be obtained by a "one-step" system of beating such as normally used for marshmallow in which all or nearly all of the ingredients are beaten up together.

A "two-step" system using a frappe or mazetta which is added to a boiled batch must be resorted to.

The exact formulas used differ greatly, not only in the different production centers, but also within the various factories. A typical composition would include:

Sugar	60%
Corn syrup solids	13%
Water	25%
Albumen (dry)	2.5%
Agar	0.1%

Of major importance in obtaining satisfactory results is the type and quality of the albumen used. In Germany Chinese dried egg albumen is employed extensively and some German producers maintain that with other types of egg albumen good results cannot be obtained. Outside of Germany the typical odor and flavor of the Chinese dried product is objectionable and other agents are used. A few of the newer producers have preferred to use one of the milk based, factory produced whipping agents as giving a better taste and a more consistent performance.

The use of Chinese albumen is further complicated by the necessity of heat treating occasional parcels to kill off infections with bacteria of the Salmonella type, which now and then occur.

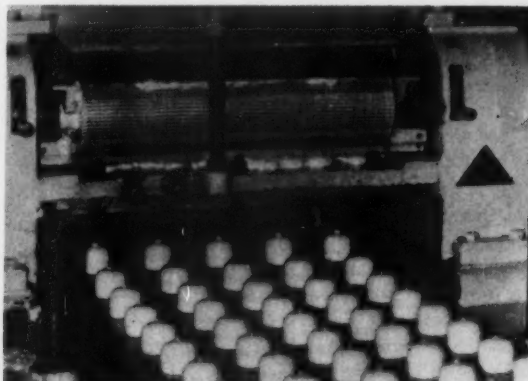
The system of beating most widely used is still the vertical beater with a wire whisk. Various other methods have been tried including the continuous pressure beaters, but with little success.

The batch as produced has a temperature of 140-160°F and as at this temperature the cream will start to collapse if kept too long, the use of relatively small batches is preferred in order to expedite processing. Beaters with a content of 40-50 qts. are used extensively and to cope with

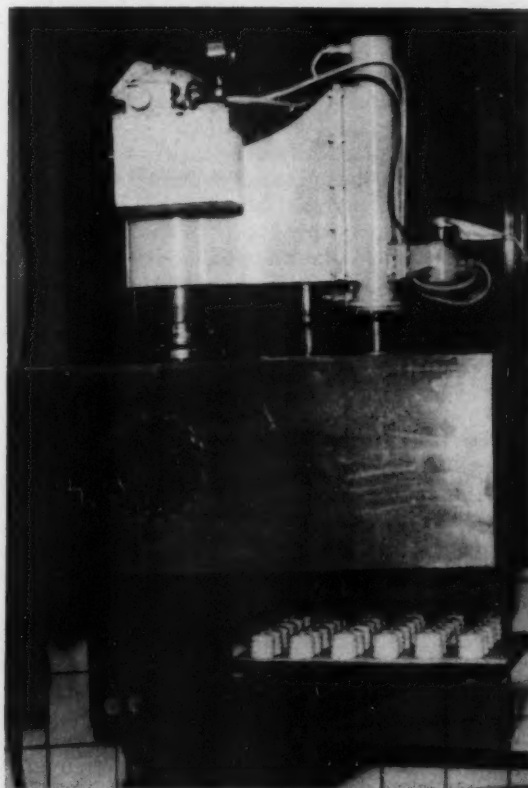
one automatic depositor a battery of 10 of these machines may be needed. This, of course, does not constitute a very efficient production unit, but up till now no better system has been found.

Depositing must be done while the batch is still hot and, for the reason given earlier, within minutes of its preparation. For very small productions dressing can be done by hand by means of an ordinary confectioners' piping bag; for slightly larger production semi-automatic machines which deposit up to 64 pieces in one operation, are available.

Large scale operations can use a fully automatic



Automatic machine for depositing Angelkisses.



Semi-automatic machine for depositing Angelkisses.

depositor of which various types are in use. The marshmallow cream is poured into the hopper of the machine and by means of either a set of rolls or a set of pistons an amount of cream is fed through a row of up to 11 nozzles and deposited on round wafer biscuits placed on a belt. During the time the cream passes through the nozzles, the belt is at standstill and the hopper is raised (or the belt lowered) in such a manner that the desired shape is obtained. When the depositing movement is ended the belt moves at pre-determined distance forward. The wafer biscuits are placed in the correct position on the belt by an automatic feeding device synchronized with the depositing movement. By arrangement of a number of cams etc. articles of the desired volume and of various shapes may be obtained.

From the depositor belt the pieces move to a drying or skinning belt. Here they are subjected to action of heat in order to give them a thin dry skin, to hold the coating. Skinning may be done by first passing the pieces under electric heaters and then under fans, but a more consistent effect can be obtained by the use of a special skinning tunnel in which warm, partially dried air circulates. The correct temperature and humidity of the air is dependent on the formula used and must be determined experimentally; too intensive drying is detrimental to the texture of the cream.

A fairly thin coating is generally used. As a rule the wafer bottoms are not enrobed, although for the better class articles (as in Switzerland) bottoming is resorted to in order to slow down drying out and to increase shelf life.

The better class article is also usually individually wrapped in aluminum foil; this may be done by hand, but suitable machinery for this purpose is available.

Dividers are practically a necessity, to prevent the articles from being crushed during shipment.

The wafer biscuits used as a base are generally of a fairly cheap quality. Most producers find it not worthwhile to bake these themselves, but buy them, cut to the desired size, from specialists in the wafer field.

Care should be taken to allow the wafers to absorb some moisture before use, as otherwise the chocolate will crack after enrobing due to the wafers deforming when absorbing moisture from the cream. This especially applies when the bottoms are enrobed too.

The stability of the Angelkisses during a reasonable period is of prime importance for a successful production. The stability is mainly influenced by two factors:

1. The density of the cream.
2. The moisture content of the cream.

All factors being equal, an Angelkiss prepared from a cream with a low density will have a shorter shelf life or will be damaged more easily than an article with a high density center. A density of 34 ozs/US gallon has shown to be the lower limit for an article with a really satisfactory stability. A much lower density (down to 24 ozs/US gallon)

is being used, but special precautions during shipment are necessary and the shelf life is relatively short.

Even with all due precautions a certain percentage of returns must be reckoned with when a low density center is used.

In general, the lower the moisture content, the more stable the cream is. However, a lower moisture content also means a less appetizing texture, and a water content satisfying both requirements must be sought for. Owing to the fact that the wafer bottom, if not covered with chocolate, will pass water vapour easily, the water content of the cream at the moment of enrobing is not the final factor in determining texture and stability. Depending on the humidity of the air during the storage period, the article will either lose or absorb moisture until a moisture content in equilibrium with the humidity of the air is reached. Using a standard type of corn syrup, a piece with a moisture content of 25% will be in equilibrium at approximately 77% relative humidity. If they are stores in a room where the humidity is considerably below 77%, the cream will slowly dry out and the texture will get tougher and more stringy. If the humidity is much in excess of 77% the cream will absorb moisture and eventually reach a stage in which sufficient stability is no longer assured. Collapse of the foam or a coarsening of the air cells may be the result.

In those cases where a barrier to the passage of water vapour is provided for, either by coating the wafer bottoms, by wrapping in aluminum foil or by packing in water vapour proof boxes, care should be taken that by appropriate changes in the formula or by adjustment of the skinning process a moisture content of not more than 25% is assured.



Attractive, Italian pack for Angelkisses.

*"Packaging has long since passed the point of being a mere functional necessity in the efficient movement of goods." . . . Dean Prather, President, A. C. Nielsen Co. of Canada, Ltd.*

*"Packaging begins where advertising and promotion end, and it delivers its punch at the most critical moment in retailing, when the customer is about to make a purchase." . . . George L. Cobb, President, S. H. Kress & Company.*

## What is a package?

*"The package is the symbol of modern western civilization, the symbol of plenty." Thomas G. McCormack, President, Dominion Stores, Ltd., Toronto.*

*"Packaging is an art and deserves to be recognized as such." . . . Harry Walter, Executive Director, Packaging Foundation, Michigan State University.*

**O**n April 13th the 1959 National Packaging Exposition of the American Management Association opens and continues through the 17th at the International Amphitheatre in Chicago.

This Exposition will be, as in the past, a fine opportunity for the men who make packaging decisions to look and learn. Each year new advances are made which allow every product a wider choice of acceptable packaging materials and methods. It merely remains for these men to have a clear idea of what they expect from their packaging.

It seems that the days when a manufacturer could argue that a package was just a wrapper for the product are gone forever. The recognition of the importance of packaging has grown by leaps and bounds over the years keeping pace with the development of new packaging materials and methods.

What a package can and does do appears to be a highly debatable question. Witness the quotations above which credit packaging with being "an art" and even "a symbol of modern western civilization". What a package can and does do for your candies is a question that has been answered, even if unconsciously, by your company. In other words, your packaging decisions have been made

on the basis of some thought about the function of a package. The major factors probably were cost, adaptability to existing production facilities, shipping considerations and preservative qualities. But the decisions you made were within a framework based on your philosophy of what a package should do for your product.

Phillip Althen of Alcoa in speaking to the Food Packaging Council in Chicago a few months ago defined the functions of a package quite concisely. "All packages should describe their contents exactly, open easily, close tightly, stack neatly and empty easily. They should be as attractive open as when closed; as full when bought as when packed; as functional as they are decorative; as sanitary as they are convenient; as inexpensive as they are necessary."

More specifically, Lassiter Corporation's March 1959 Newsletter comments that a candy package "must combine high impulse-sales appeal, good flavor and moisture protection, and full merchandisability in a quickly produced, economical wrapping."

A well thought out packaging decision builds upon such a basic concept and results in a package which does no more or less than the specific jobs you asked that it do for your product.

**GREER IDEAS**  
.....  
**PRODUCE A BETTER WAY...**  
.....



*Why not put Greer ideas to work, producing a better way, for you? For information on how our engineers' suggestions can give you increased yields and improved quality, in less space and at lower cost, send for Bulletin 58-6 on the Multi-Zone Cooler. And for other data showing our findings in chocolate technology—*

**Call or write J. W. GREER COMPANY**

Wilmington, Massachusetts • Sales Engineering Offices: Chicago, Ill., New York, N. Y. and San Francisco, Calif.  
European Representatives: Bramigk & Co., Ltd., 15 Creechurch Lane, London E. C. 3, England

**BRINGING BETTER FOOD TO MORE PEOPLE AT**

...for

# Whitman's

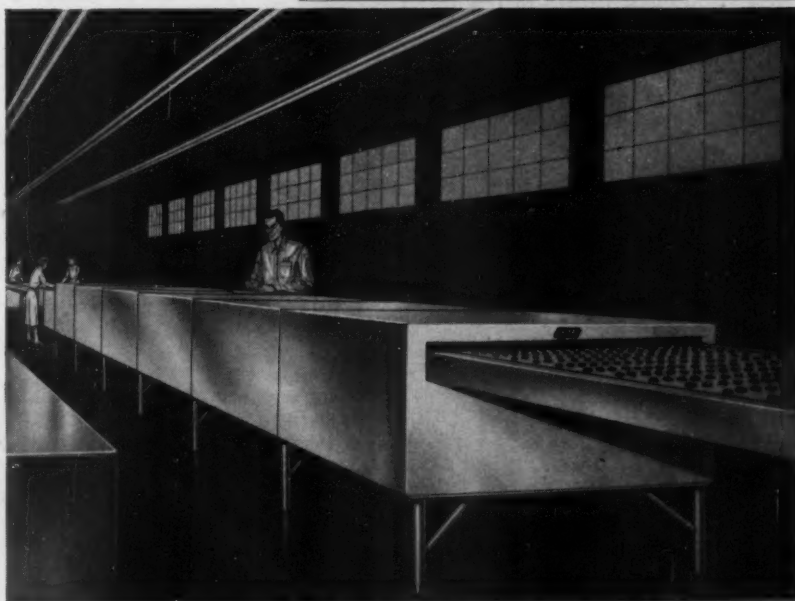
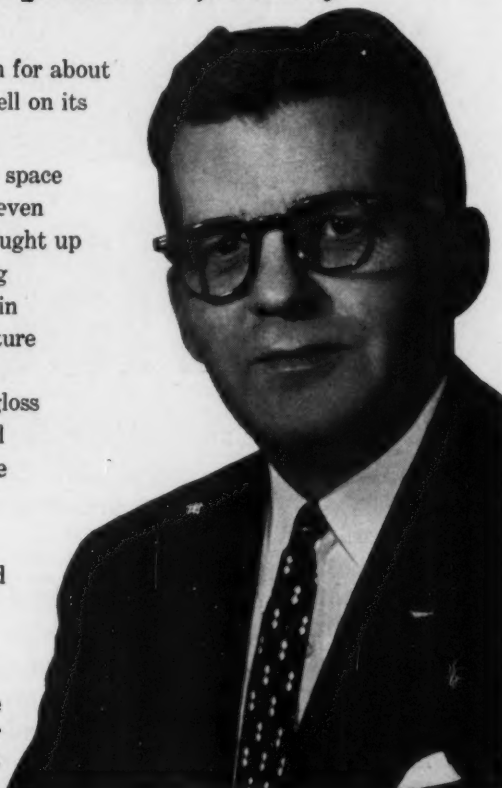
*New Greer Multi-Zone Cooler ups their yield 30% . . .  
gives constant product control and new production flexibility.*

"Whitman's new Greer Cooler has been in operation for about one year now," says Rod Grace, "And they feel it's well on its way to paying for itself already!"

"The Multi-Zone has slashed their cooling time and space requirements. Production is up 30% — and it can go even higher when other parts of the production line are brought up to the capacity of the tunnel. The new "zonal" cooling principle — which we developed from pioneer studies in chocolate technology — permits very precise temperature controls under every loading condition. So they're always sure their fine chocolates will have a superior gloss and long shelf life. An outstanding maintenance record and great ease of sanitation are part of the Multi-Zone story, too.

"In short, this completely new kind of tunnel is doing a terrific job for Whitman's . . . and others. And a number of its potentialities have yet to be fully explored. It proves again that Greer ideas produce a better way!"

R. L. "Rod" Grace  
Greer's Division Manager for  
Confectionery Equipment



LOWER COST

for April 1959 — 37



for  
candies

# VISQUEEN

TRADEMARK

FILM  
COSTS  
LESS

"Sure, the *price* may be higher sometimes for the premium quality poly—but the *cost* is a lot lower. We're dollars ahead in the end."

Mr. John Q. Holms, superintendent of packaging for famous LUDEN'S tells why: "VISQUEEN film's premium quality gives us greater uniformity—no thin, weak spots. Bags are *stronger*. Breakage—in shipping and in the store was cut to an absolute minimum when we switched to VISQUEEN film. That was more than enough to give us a 'profit,' so to speak, on our packaging."

"But we cut cost right from the beginning, when we started specifying VISQUEEN film," says Mr. John Q. Holms. "The

higher quality in stiffness and body gave us better machinability . . ."

"Our merchandising people say VISQUEEN 'Q' film gives our marshmallows the clarity and sparkle that helps impulse sales. And for color printing, VISQUEEN film can't be topped. Action Bag designs and prints our film—and excellent service they give us, too."

**VISQUEEN FILM ALWAYS COSTS LESS IN THE END. USE THE INFORMATION REQUEST TAG FOR DETAILS.**

**DID YOU KNOW?** VISQUEEN film's special formulation and method of manufacture for packaging in your industry, gives you the right film for the job.



PLASTICS DIVISION

**VISKING COMPANY** Division of  
6733 West 65th Street, Chicago 38, Ill.

In Canada: **VISKING COMPANY DIVISION OF UNION CARBIDE CANADA LIMITED**, Lindsay, Ontario.

VISKING, VISQUEEN and UNION CARBIDE are registered trademarks of Union Carbide Corporation.



Corporation.



Home Products Co., Inc., Camden, New Jersey  
Boxmaker: The U.S. Printing & Lithograph Co.  
Mineola, New York

## Packaging award winners

### W. F. Schrafft & Sons

Selected not only for its excellent merchandising advantages as a gravity-feed type dispenser of chocolate-covered mints, but also as a potential new volume use for folding paper boxes, this display carton won two merit awards in the Folding Paper Box Association of America's 1959 competition. The New Haven Board & Carton Co., produced this item for W. F. Schrafft & Sons, Boston, Mass. It is printed in two colors on .035 white patent coated blue back board.

### Brown & Haley

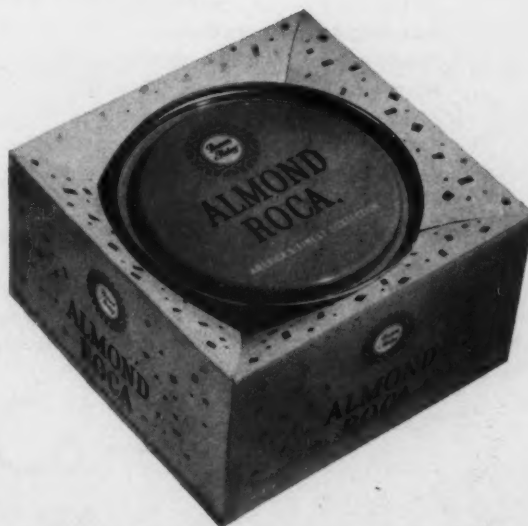
This distinctive new carton which serves as an effective display package and provides lowcost protection for the candy it contains in transport, was twice honored in the 1959 Folding Carton Competition of the Folding Paper Box Association of America. Produced for Brown & Haley, Tacoma, Wash., by Container Corporation of America, Renton, Wash., it won a first award in the potential new volume use category and a merit award in the general merchandising superiority classification. The box was cited by the judges for its impact on impulse buying. Designed by Dick Muth and Harry Keller of Container Corporation, it is printed in three colors and varnished. The stock is Concora Tex clay coated news back.

### Home Products Co., Inc.

Cake decoration is a difficult item to package, but the Home Products Co., Camden, N. J. has overcome most of the hurdles with this treatment of Top 'ems, an assortment of six different confections. Each variety is contained in an individual box with pouring spout and presented to the housewife as a handsome combination package. The cartons, which received a merit award for merchandising superiority in the Carton Competition sponsored by the Folding Paper Box Association of America, were printed by the U. S. Printing & Lithograph Co., Mineola, N. Y., in six colors and varnish, offset, on .014 coated bleached white sulphate board.



W. F. Schrafft & Sons, Boston, Mass.  
Boxmaker: The New Haven Board & Carton Co.  
New Haven, Connecticut

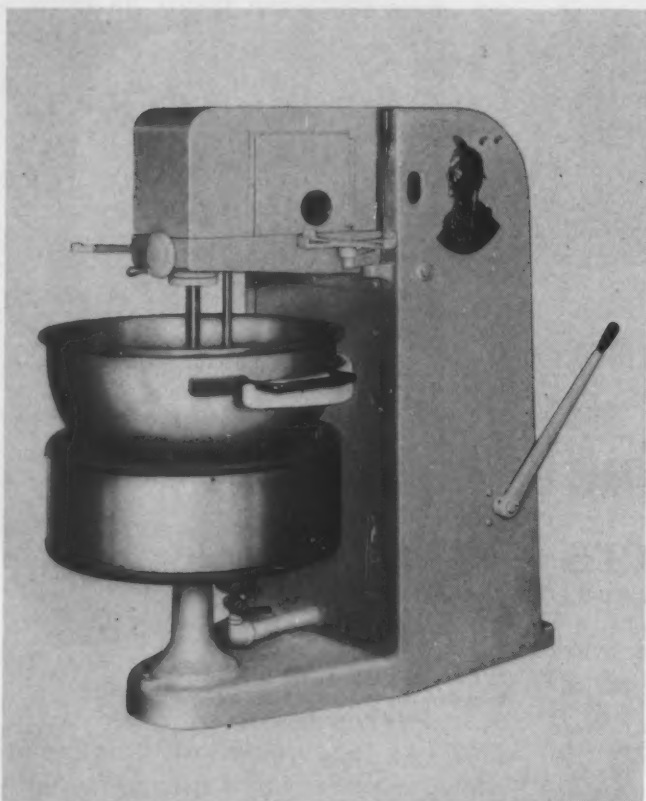


Brown & Haley, Tacoma, Washington  
Boxmaker: Container Corp. of America, Renton, Wash.

# SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
- Variable Speed from 30 to 60 RPM
- Break-back within floor space 32" x 48"
- Aluminum Base and Body Castings
- Atmospheric Gas Furnace with Stainless shell
- Removable Agitator, single or double action
- Stainless Cream Can and Stainless Drip Pan
- Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

## SAVAGE BROTHERS COMPANY

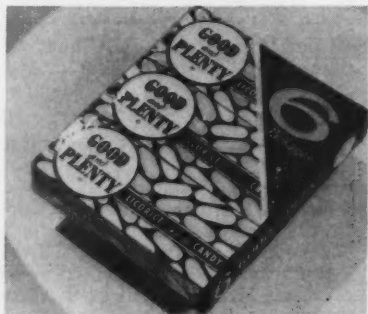
2638 Gladys Ave.

Chicago 12, Ill.

*New  
Packages*



Hershey is using a new corrugated display stand printed in Hershey colors with an overlapping top portion which forms a large bin to hold a supply of bars.



Quaker City claims a 30% increase in sales as a result of this six pack overwrapped in printed cellophane. The printed chip board tray, used formerly, has been eliminated and the six packs of both family and five cent sizes are overwrapped in 450 MS-4 cellophane, printed in the same colors.

Thos. D. Richardson Co. is distributing its new anise flavored mints in five pound tins. After Dinner Mints, Midget Mints, and Midget Assorted Mints are also available in these tins.



Nestlé's is marketing Butterscotch Toll House Morsels in these six ounce bags. These butterscotch bits are companion products to Nestlé's Semi-Sweet Chocolate Morsels. Both products are sold primarily for home cooking use, or as snacks.

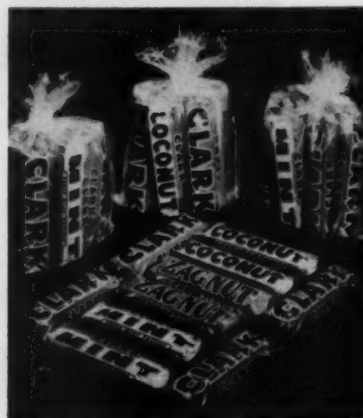


Delson Merri-Mint boxes are now carrying Sugar Information's "18 calories in a level teaspoonful of sugar" message along with a special message on candy as an energy food.



Candy Cupboard is now offering "get acquainted" boxes priced at

25¢ and containing four of their most popular butter creams. Twenty four of the 2½ oz. boxes are packed in the counter display unit shown.



D. L. Clark is wrapping all six-pack bar items in a polymer-coated cellophane which is at least twice as durable as the plain cellophane previously used. The wrap won't wrinkle or pucker, provides a stronger heat seal and has a greater resistance to moisture, insuring a longer shelf life.

## IT'S IN THE BAG [ AT MURNANE ]

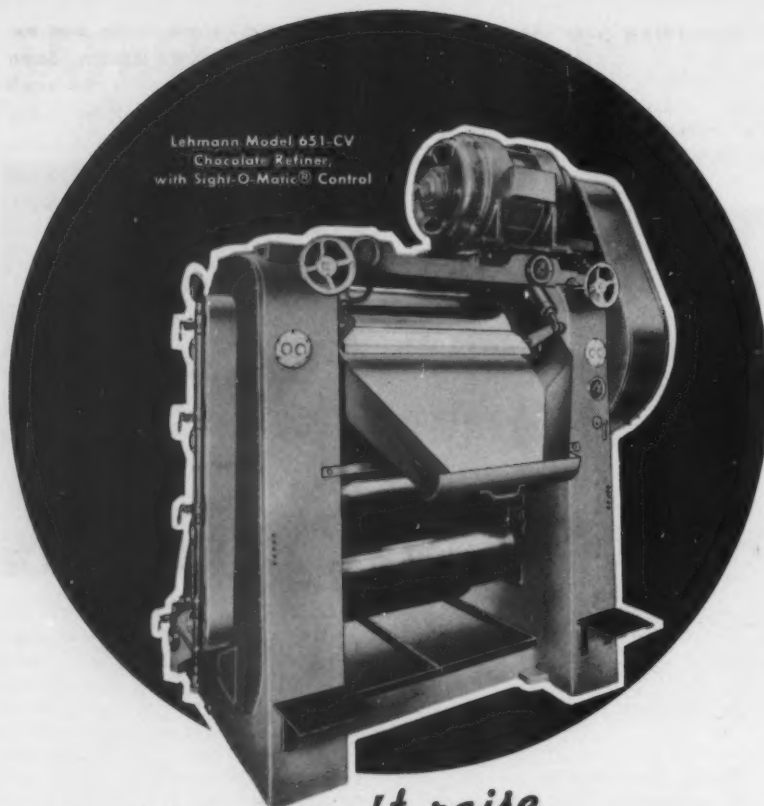
NOT IN YOUR PRODUCT

Objectionable board dust ("lint") is the natural result of any board converting process. However, at Murnane, special equipment of our design collects the lint and we send you only what you hoped to get. Whether your needs are special treatments on bar boats, base cards, die cut boards, partitions, layers or dividers we make them—on time and to your complete satisfaction.

**Murnane Paper Co.** 1510 N. Kostner Ave.  
CHICAGO 51, ILL.

Capitol 7-5300

LET US TELL YOU MORE-BOOTH #29 NCA EXPOSITION



*When you can't raise*  
**PRICES—**  
*maintain profits*  
*by cutting*  
**COSTS**

Obsolescence of production machinery is a fatal industrial disease that has only one cure . . . efficient, up-to-date equipment. Are your present production machines costing you more than new cost-saving Lehmann units?

Lehmann products include: Chocolate Refiners; Disc Conches; Paste Mixers; Emulsifiers; Automatic Coating, Enrobing, Drip-Feeding, and Tempering Machines; Sieving and Straining Machines; Hollow Mould Plants; and other chocolate processing and confectionery equipment.

Look us up in Chemical Engineering Catalog, or write for further information.



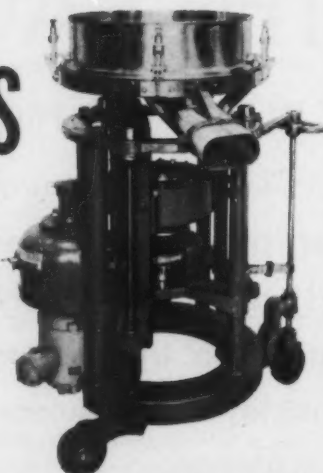
**J. M. LEHMANN COMPANY, Inc.**

**COAST-TO-COAST SERVICE**

Moore Dry Dock Company  
Oakland, California

Lammert & Mann Co.  
Chicago 12, Illinois

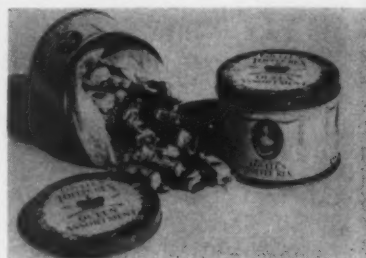
J. M. Lehmann Co., Inc.  
Lyndhurst, New Jersey



Lehmann Vorti-Siv, Straining and Sieving Machine.



**Chunky Chocolate** has introduced a six pack window box printed red, brown and white. The package, which features a die cut, boomerang-shaped opening, is overwrapped in cellophane.



**S. L. Kaye** is introducing Lovell's Queen Assortment of toffees in reusable tins which feature portraits of famous Queens of England.



**Granny Goose Foods** is now marketing "Spicy Nuts" in small size packages made of printed Durafilm. The product was previously packaged in cellophane and prior to that in glass containers. The company expects to virtually eliminate breakage by using the cellophane and polyethylene film.

# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## \$1.20 and up Chocolates; Chocolate Bars

### Code 4E9

#### Chocolate Coated Cream Heart

1½ ozs.—8¢

(Purchased in a retail store, San Francisco, Calif.)

Appearance of Heart: Good  
Wrapper: Red foil printed in white.  
Coating: Light: Good

#### Center:

Color: Good  
Texture: Fair  
Taste: Good

Remarks: Suggest center be checked as heart was "leaking". Wrapper was stuck tight to heart.

Coating: Light: Good

#### Center:

Marshmallow: Good  
Walnuts: Good  
Texture: Good  
Taste: Good

Remarks: A good eating bar but highly priced at 10¢ for 1 oz.

### Code 4C9

#### Chocolate Coated Almond Crunch Bar

¾ ozs.—10¢

(Purchased in a chain drug store, San Francisco, Calif.)

Appearance of Bar: Good

Size: Good

Wrapper: Gold foil printed in pink and dark brown.

Coating: Light: Good

#### Center:

Color: Good  
Texture: Good  
Nuts inside: Good  
Nuts outside: (Almonds) Good

Remarks: The best almond butter crunch bar we have examined this year.

### Code 4G9

#### Chocolate Covered, Chocolate Mint Paste Bar

1 oz.—10¢

(Purchased in a retail candy store, San Francisco, Calif.)

Appearance of Bar: Good

Size: Small for a 10¢ seller.

Wrapper: Foil printed green

Coating: Light: Good

#### Center:

Color: Good  
Texture: Good  
Taste: Good

Remarks: A good eating chocolate mint paste bar, but highly priced at 10¢ for 1 oz

### Code 4F9

#### Chocolate Covered Marshmallow Walnut Bar

1 oz.—10¢

(Purchased in a retail candy store, San Francisco, Calif.)

Appearance of Bar: Good  
Size: Small for a 10¢ seller.  
Wrapper: Foil printed blue

### Code 4A9

#### Assorted Chocolates 1 lb.—

(Purchased in a chain drug store, San Francisco, Calif.)

Appearance of Package: Good

Container: One layer type, oblong shape.

White glazed paper printed green and red. Imprint of small house in colors.

Appearance of Box on opening: Good

Number of Pieces: 12 dark coated, 14 light coated, 1 half-dipped square gum.

#### Dark Coated Centers:

Nut Butter Cream: Good  
Butter Cream: Good  
Chocolate Cream: Good  
Mint Chocolate Paste: Good  
Fruit Cream: Good  
Chocolate Buttercream: Good  
Vanilla Buttercream: Good  
Coconut Top: Coconut Cream: Good  
Cordial Cherry: Good

#### Light Coated Centers:

Glace Pineapple: Good  
Buttercream (Dark): Good  
Coconut Cream: Good  
Raspberry Cream: Good  
Date Paste: Good

## Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.15

APRIL—\$1.20 and up Chocolates; Chocolate Bars

MAY—Easter Candies; Cordial Cherries

JUNE—Marshmallows; Fudge

AUGUST—Summer Candies

SEPTEMBER—Uncoated & Summer Coated Bars

OCTOBER—Salted Nuts; Gums & Jellies

NOVEMBER—Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered During the Year.

# Helpful Books for Candy Plant Executives

## Confectionery Analysis and Composition

by *Stroud Jordan and Katheryn E. Langwill*

This volume, first published in 1946, is still the only published reference work on the subject of confectionery analysis. It concerns itself with applicable data that covers composition of basic raw materials as well as that of the finished confections in which they have been employed.

## Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

## How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

## A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

## The Candy Buyers' Directory The Directory of Candy Brokers

1959 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen.

## Profits Through Cost Control

by *Frank Buese and Eric Weissenburger*

This material deals with the problems of cost control in candy plants including planning for profit. The emphasis is on planning operations so that a profit will be made, and in early detection of those factors which will adversely affect profit.

- ☐ How to Salvage Scrap Candy  
\$2.00
- ☐ Choice Confections  
\$10.00
- ☐ A Textbook on Candy Making  
\$6.00
- ☐ The Candy Buyers' Directory and  
The Directory of Candy Brokers  
\$5.00
- ☐ Confectionery Analysis and  
Composition  
\$6.00
- ☐ Profits through Cost Control  
\$2.00

Book Department  
The Manufacturing Confectioner  
Publishing Company  
418 N. Austin Blvd.  
Oak Park, Illinois

Gentlemen:

Enclosed is my check for \$. . . . . to cover the cost of the books I have checked at the left.

Name . . . . . Title . . . . .

Firm . . . . .

Street . . . . .

City . . . . . Zone . . . . . State . . . . .

Date. . . . .

Fruit Cream: Good  
 Chocolate Cream: Good  
 Chocolate Mint Paste: Good  
 Cordial Cherry: Good  
 Nut Cream: Good  
 Vanilla Buttercream: Good  
 Nut Coated Coconut Cream: Good  
 Half dipped marshmallows: Good  
 Mint Jelly: Good

Assortment: Fair

Remarks: Assortment contained too many creams. Suggest some hard and chewy centers be added to improve the assortment.

#### Code 4J9

#### Chocolate Coated Chocolate Paste Bar

3 for 20¢ (no weight stated\*)

(Sent in for analysis)

Appearance of Bar: Good

Wrapper: Foil printed in blue and white, name in center.

Coating: Light: Good

Center:

Color: Good

Texture: Good

Taste: Good

Remarks: A very fine eating chocolate paste bar.

#### CODE 4L9

#### ASSORTED CHOCOLATES

½ lb.—75¢

(Purchased in a department store, Victoria, B.C., Canada)

Appearance of Package: Good.

Container: One layer box, oblong shape, overall imprint on top of chocolates in brown. Center panel white, name in red and brown. Cellulose wrapper.

Appearance of Box on Opening: Good.

Number of Pieces:

Dark Coated: 11.

Light Coated: 11.

Coatings:

Colors: Good.

Gloss: Good

Strings: Good.

Taste: Good.

Dark Coated Centers:

Butterscotch & Cream: Good.

Chocolate Cream: Good.

Chew Stick: Good.

Cordial Cherry: Good.

Vanilla Cream: Good.

Vanilla Caramel: Good.

Fudge: Good.

Pineapple Cream: Good.

Jelly & Vanilla Cream: Good.

Orange Cream: Good.

Coconut Cream: Dry.

Light Coated Centers:

Vanilla Caramel: Good.

Jelly & Cream: Good.

Dark Cream: Could not identify flavor.

Chip: Good.

Hard Candy Blossom: Good.

Strawberry Cream: Fair.

Coconut Paste: Good.

Brazil: Good.

Assortment: Good.

Remarks: Highly priced at 75¢ the half pound.

#### Code 4M9

#### Orange Marmalade Sticks

6 ozs.—33¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good

Container: Oblong folding box, one layer type. White printed in orange and green. Imprint of sticks in color. Cellulose wrapper.

Coating, Dark: Good

Center:

Color: Good

Texture: Good

Flavor: Good

Remarks: The best orange sticks of this kind we have examined this year. Very good eating.

#### Code 4D9

#### Chocolate Covered Butter

Toffee Bar

1 oz.—10¢

(Purchased in a retail candy store, San Francisco, Calif.)

Appearance of Bar: Good

Size: Small for a 10¢ seller.

Wrapper: Foil printed red.

Coating: Light: Good

Center:

Color: Good

Texture: Good

Taste: Good

Remarks: Suggest name be changed to butter crunch bar as bar is not a toffee. One of the best butter crunch bars we have examined this year.

# HYFOAMA

Dutch whipping agent

Distributors:

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RICH-MOOR CORP.,

618 North Robertson Blvd., Los Angeles, California

Manufacturers: LENDERINK & Co. N.V., 20 Westerkade, Schiedam, Holland

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SPECIFICATIONS  
FOR CONFECTIONERY  
GLAZES...YOU'D  
INSIST ON**

- Smoothness of film
- Freedom from residual odor
- Consistent viscosity for uniform holdout
- Minimum color reversion
- Assurance of purity
- Good wax dispersion



Confectionery Glazes meet all the above specifications. There's a Zinsser glaze for every confectionery need.

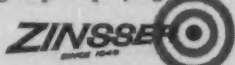
**REGULAR**—full-bodied, opaque, creamy solution. Gives a clear film.

**REFINED**—wax-free, transparent, Rhine wine colored solution. Gives a crystal-clear film, has lower viscosity than Regular.

**ORANGE**—color of conventional liquid orange shellac. For use as sub coatings where color is unimportant.

Available in double-coated specially lined 55 gallon net steel drums or 5 gallon pails equipped with flexible plastic spout—in 3-, 4-, or 5-lb. cuts with 28.8%, 34.9% and 39.9% dry solids or special formulae. Can be applied by tumbling or pan spraying.

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**I hate wooden trays!**



**Have you tried  
molded fiber glass?**

Easy, boy! Here is a candy tray that's quick to wash: one hot water dunking is all it takes. They're made of Molded Fiberglass — that's why . . . no splinters . . . no nails! And they have aluminum-coated wire reinforced edges. You oughta try 'em.



Write for complete  
information  
and name of  
nearest representative.

**MOLDED FIBER GLASS TRAY CO.**  
L'HERVILLE, PA.

**TOTELINE**

MF-89-08

**Code 4I9****Chocolate Panned Filberts  
3 for 20¢ (no weight stated\*)**

(Sent in for analysis)

**Appearance of Bag:** Fair**Bag:** Cellulose printed in blue and yellow stripes and name in yellow.**Filberts:****Coating:** Good**Panning:** Good**Finish:** Good**Filberts:** Good**Remarks:** One of the best chocolate panned filberts we have examined this year. Suggest bag be printed in brighter colors.**Code 4B9****Chocolate Coated Rum Butter  
Cream Bar  
1 oz.—10¢**(Purchased in a chain drug store,  
San Francisco, Calif.)**Appearance of Bar:** Good**Size:** See remarks**Wrapper:** Foil printed in dark brown, gold and white.**Coating:** Dark: Good**Center:****Color:** Good**Texture:** Good**Taste:** Very good**Walnuts:** Good**Remarks:** Two pieces on a boat, very slack packing as bar looks very large until opened. The best bar of this kind we have examined this year.**Code 4K9****Chocolate Coated Chocolate Nut  
Paste & Cracker  
3 for 20¢ (no weight stated\*)**

(Sent in for analysis)

**Appearance of Bar:** Good**Wrapper:** Gold foil printed overall with purple stripes, name in center.**Coating:** Light: Good**Center:****Color:** Good**Texture:** Good**Cracker & Paste:** Good**Remarks:** A very good eating chocolate paste bar.**Code 4H9****Chocolate Coated Mocca Paste  
3 for 20¢ (no weight stated\*)**

(Sent in for analysis)

**Appearance of Bar:** Good**Wrapper:** Foil printed in purple and yellow, name in center.**Coating:** Light: Good**Center:****Color:** Good**Texture:** Good**Coffee Flavor:** Good**Remarks:** A very fine eating chocolate paste.*\*Note: This manufacturer does not sell in the United States and therefore does not print ingredients or net weight on wrappers.***COLORED COATINGS**

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Bon bon coatings in pink, green, peach, yellow and white.

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Company

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EQUIPMENT**STAINLESS STEEL  
DRUMS****MODEL 30--30 GAL.****MODEL 55--55 GAL.**

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EQUIPMENT****RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.  
FULLY APPROVED BY HEALTH AUTHORITIES.**Manufactured by  
**The Standard Casing Co., Inc.**  
121 Spring St., New York 12, N. Y.*Makers of Fine Chocolate and Cocoa***MERCKENS CHOCOLATE COMPANY, INC.****155 Great Arrow Avenue • Buffalo 7, New York**Branches and Warehouse Stocks in... **BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE**

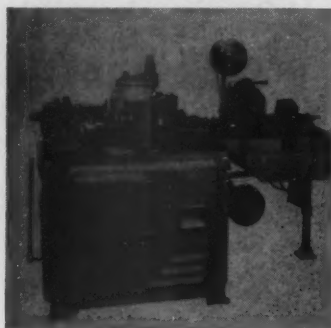
**There's profit in pops  
when you use the Latini**

Conservatively, 100 boxes per hour\*  
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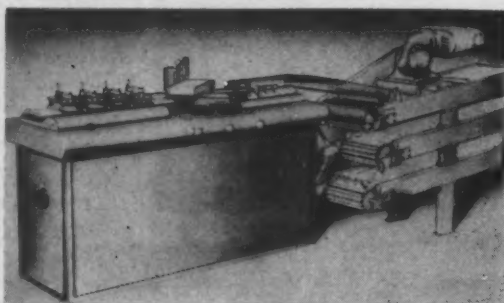
A second Latini unit can be operated  
by the same person

\*based on a 50-minute hour

**Latini Die Pop Machine  
with Wrapping Attachment**



225 Pops Formed and Wrapped Per Minute  
No handling between forming and wrapping  
Eliminates breakage and labor.

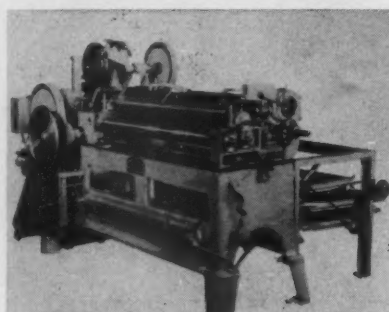


**M.F.P. STICK-MASTER**

(Pat. Pending)

Integrated Sizer & Twister with electronic speed control.  
Flexible — Diameters for  $\frac{1}{4}$ " to  $1\frac{1}{4}$ "; length from 4" to 16".  
Productive — up to 1500 inches per minute.  
Sanitary — Stainless steel finish — Candy always in sight.

**HOBBERGER BALL MACHINE**

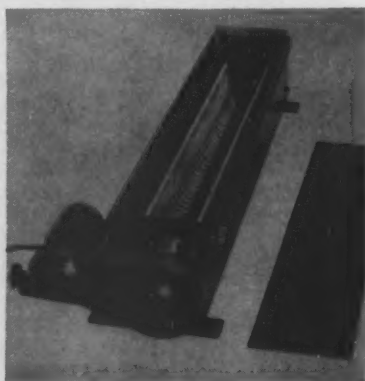


Only one operator required to produce up to 1,200 lbs. per hour.

You can produce:

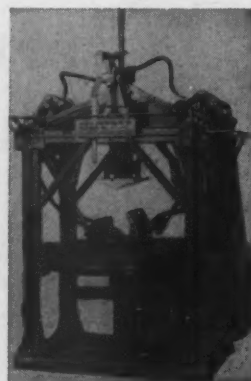
Balls—clear, pulled or honeycombed filled— $\frac{9}{16}$ " to  $1\frac{1}{2}$ " diameter.

Sunbeam Starlights, stripes brought down to center without expensive inlay.



**LATINI DECORATOR**

Saves Labor — eliminates from 2 to 6 strokers per enrober.  
Versatile — variable speed drive, elevation control and 3 sets of decorating belts make a wide variety of markings.



**BERKS MIXER**

The Berks mixer incorporates color and flavor and kneads the candy the same as by hand. No discoloration. Over 50 users with from one to fifteen units — over 300 in operation.

Representative:

*John Sheffman, Inc.*

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NEW YORK 36, N. Y.



# Nut Glaze

BY HERB KNECHTEL  
Knechtel Laboratories, Inc.

## Formula

- 6 lbs. sugar
- 3 lbs. corn syrup
- 1 oz. salt
- 1/2 lb. butter
- 1 1/2 oz. emulsifier\*
- 1 1/2 lbs. roasted almonds
- 2 lbs. roasted filberts
- 2 lbs. roasted cashews
- 1 1/2 lbs. roasted pecans

\* I have found that the emulsifier, Atmul 84, produced by the Atlas Powder Company, is very satisfactory for this purpose. No doubt others can also be used, provided they are carefully tested.

## Procedure

Cook sugar, corn syrup, emulsifier and salt up to the boiling point, being extremely careful to dissolve all the sugar. Wash down the sides of

the kettle thoroughly. Cook to 285°F., and add the butter. Finish the cook up to 295°F. Remove from fire and carefully mix in the nuts. Stirring should be kept at a minimum, as over-stirring will cause the batch to grain.

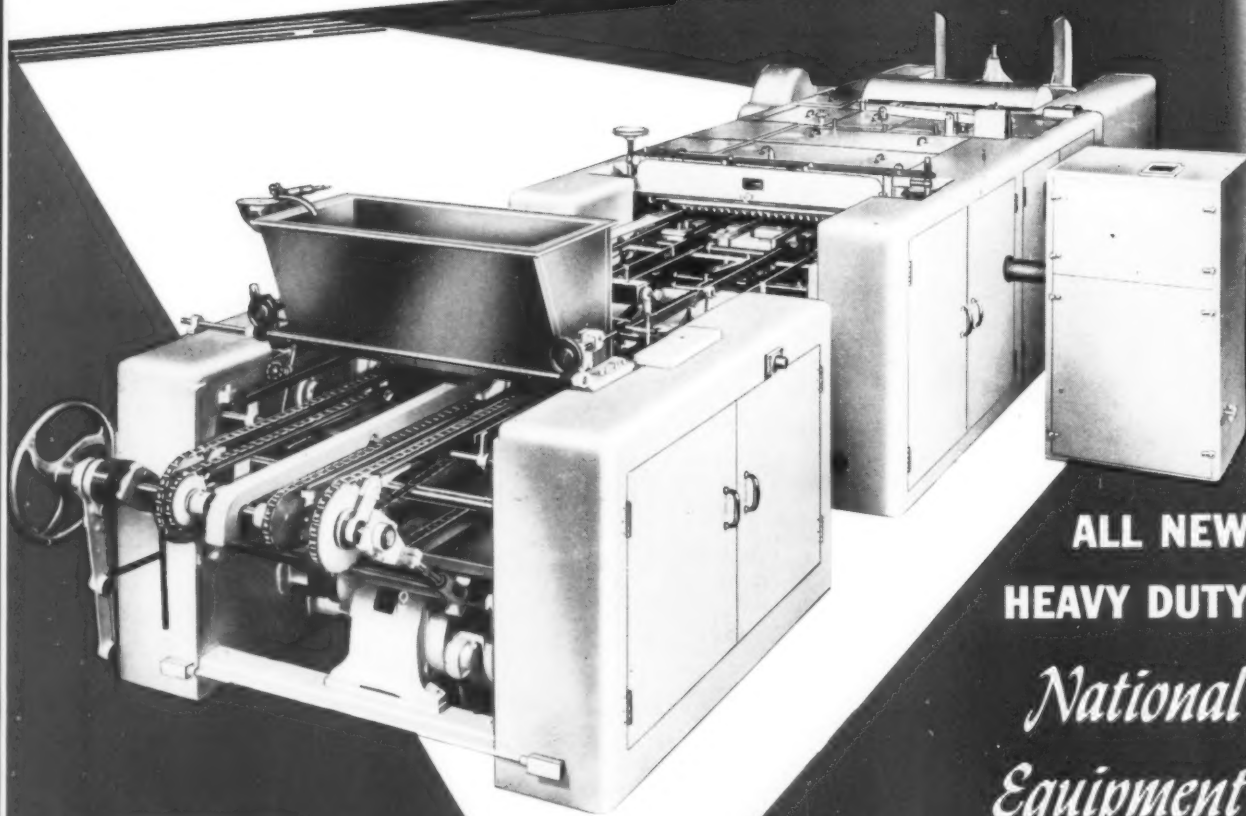
Pour on a warm slab in a pile, and fold several times. In folding, the batch should be picked up in the middle and the bottom folded into itself. In this manner the coolest part of the batch is folded to the inside, and the batch cools evenly. After approximately ten folds, (depending on the temperature of the slab), take about one third of the batch and spread thin leaving the remainder in the mass so that it will remain warm and pliable. By following this procedure, the candy will spread easily and evenly, and produce a clear attractive candy piece.

This proportion of nut meats can be changed according to the inclination of the candymaker, and according to their respective prices.



***For the age of automation...***

***...A completely new concept of  
high speed, precision printing  
and depositing available exclusively  
on National Equipment Moguls!***



**MODEL  
CM 2000**

**ALL NEW  
HEAVY DUTY**

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**There is no substitute for experience!**

National Equipment has been the only builder of Moguls who has been able to stand the test of time and has earned world-wide customer satisfaction and recognition. We have established our leadership by going ahead with imaginative engineering and painstaking craftsmanship to design and build better Moguls while other starch moulding equipment has failed to withstand the rigors of time.

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# A Spectacular Breakthrough!

Our experienced engineers, with the capacity to envision, the skills to perform, and the facilities to accomplish, again demonstrate National Equipment's matchless leadership by building a modern Mogul which will lower unit operating costs and produce the highest grade candies for today's exacting demands.

If you need a new or additional Mogul, you're already paying for it in lost profits. Therefore you cannot afford not to invest in the latest and most efficient Mogul.

And now, National Equipment makes it easy for you to get the Mogul Model CM 2000 RIGHT NOW! . . . when you need it most. You can pay for this new Mogul over a period during which savings will make the payments. Fantastically . . . you can figure the Mogul costs you nothing and pays for itself!

Some of the Mogul Model CM 2000 exclusive features have been designed and engineered so that they can be incorporated on your present Mogul equipment.

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**Don't delay!**

**Write, wire or  
phone collect  
for full details**



## The exclusive features of the Mogul Model CM 2000 add up to...

- Increases in production of up to 50%
- Perfectly clean centers
- Pinpoint detail in moulding
- No breakdown of starch molds at high operating speeds
- Micro-accurate weight of centers
- Perfect printing with close packed mold boards
- Unprecedented economy of operation
- Precision control—no scrap, no waste
- Smooth operation—no vibration
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## New Products

A plastic lazy susan cover has been added to a metal container to make a reusable package suitable for candy. The cover is a complete unit in itself with its own base which revolves noiselessly on a nylon track. It can be made in many different colors and container depths can be varied.

For further information write: Promotional Containers Co., 60 Branford Place, Newark 2, N. J.

A solid bleached sulphate container has been developed that provides odorless and non-toxic protection against product oxidation or rancidity. It must be overwrapped so that the oxidation-retarding ingredients will have maximum effectiveness. The package has been through exhaustive testing and promises a 50% increase in shelf life for products containing fats and oils.

For further information write: Boxboard & Folding Carton Division, Continental Can Co., 530 Fifth Ave., New York 36, New York.

Swedish style crystal jars and covers are available for packaging of confectionery products. The 13 ounce capacity jars are offered plain or decorated with a

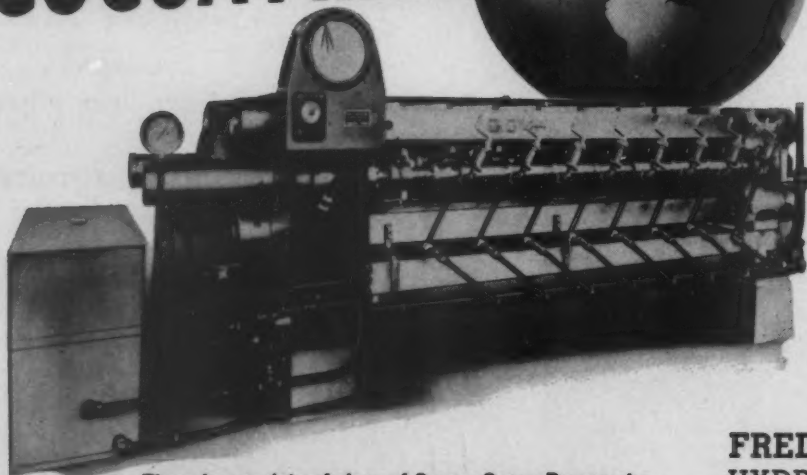


floral design in white and gold or pink and gold. Tape to seal the cover and jar is also available.

For further information write: Hazel-Atlas, Wheeling, West Virginia.

A highly accurate machine has been developed for electronically controlled feeding of dry chemicals and other bulk material in food processing operations. Reliable continuous volume feeding can be provided

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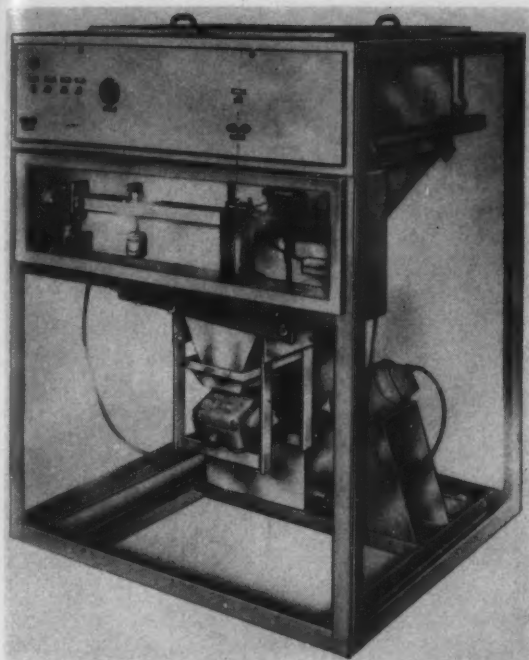
Every major advancement in the design of Cocoa Presses has a CARVER patent behind it.

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There is a variety of sizes of Carver Cocoa Presses to meet every requirement. We solicit your inquiries.

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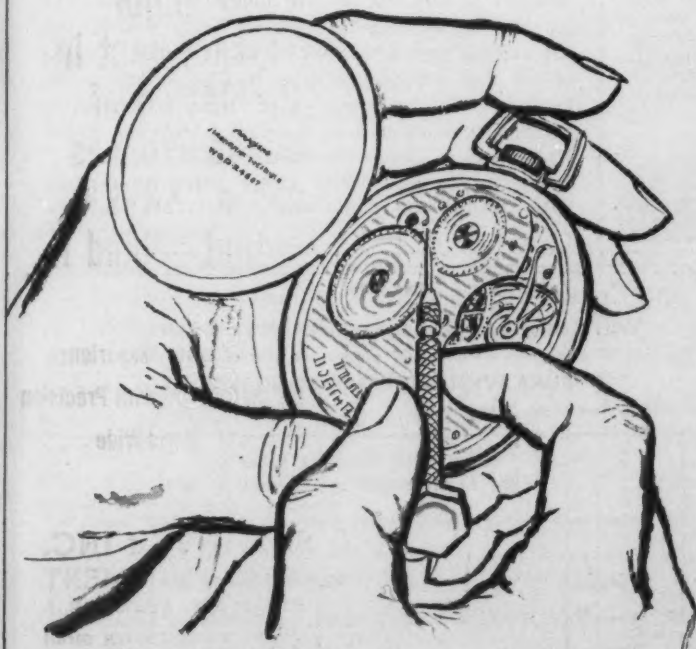
at any rate between 3 and 300 pounds per hour. A weighed batch of material loaded into the machine hopper is discharged into processing by an electromagnetic vibrating feeder which is electronically controlled by the weight of material in the

hopper. Control mechanisms on the scale beam are set for desired rate of feed. The standard model can be equipped with optional features including various size hoppers.

For further information write: Syntron Company, 101 Lexington Avenue, Homer City, Pa.

The National Mogul has been redesigned to incorporate several new features. They include: constant guide transfer between printer and depositor; pneumatic vibrator with adjustable vibrating pressure, replacing the rapper bar and ratchet to produce greatly improved prints on small or intricately shaped pieces; improved design of shear pins; self-aligning connecting rods; cushion action crankshaft to eliminate vibration through entire machine; a new concept of air circulation in conjunction with Thoroclean Sieve and swinging brush, so that centers are completely cleaned in the Mogul itself—no external cleaning devices are necessary; a tamping attachment which packs starch in front 4"-6" of tray before levelling to assure uniform print throughout tray; new design of printer cams providing smoother printing action; centralized lubrication system with just 6 greasing station on the outside of the Mogul to insure correct amount of grease being fed to every bearing; sealed ball bearings and steel roller chain used throughout the machine; continuous discharge chain carrying filled trays continuously from depositing station into stacker, eliminating jarring movements; optional pneumatic mechanism replaces cam operated cut-off; crank-driven precision indexing device replaces ratchet for

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tray feed between deposits, pulling chain instead of pushing. Tray has instantaneous response to chain movement with no slippage. Highly accurate tray movement permits use of new staggered pumps and practically eliminates scrap.

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### ENZYME MODIFIED WHOLE MILK POWDER

### Adds "Sell"—because All America Loves It

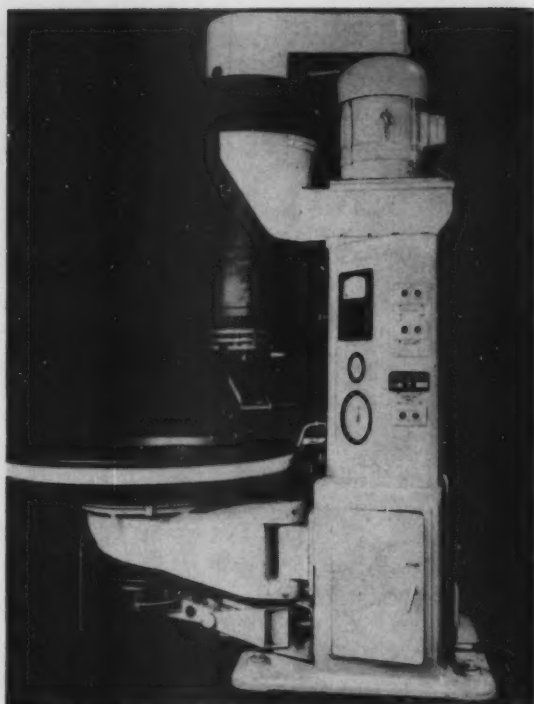
MIL-LAIT helps you to produce the "million dollar" flavor in chocolate that has become the success mark of large manufacturers. Only a small amount of MIL-LAIT, an enzyme modified 28½% butterfat, whole milk powder, is needed as a partial replacement of normal whole milk powder to achieve this distinctive flavor . . . uniformly the year around . . . with assurance of excellent shelf life.



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the cooking surface permits rapid heat transfer and a very fast cook. One of the benefits resulting from this rapid cooking is to produce a crystal-clear, colorless sugar. The thin film of syrup on the vertical cooking surface is continually scraped off and mixed. This permits use of this cooker for a wide variety of syrup formulas and special ingredients, such as an all-sugar hard candy by using invert sugar. It is also possible to use brown sugar, molasses, milk, butter or other such ingredients without danger of burning. The cooker includes a water-cooled, conical cooling table which revolves at any one of five adjustable speeds. The capacity varies with the formula being cooked, but the average output is 1000 lbs/hr. or better. Because of the high efficiency of heat transfer, it has an exceptionally low consumption of steam in relation to its capacity. This machine is called a Microfilm cooker and is made in England by Baker Perkins, Ltd.

For further information writes Jabez Burns, Inc., 11th Avenue and 43rd Street, New York 36, New York.

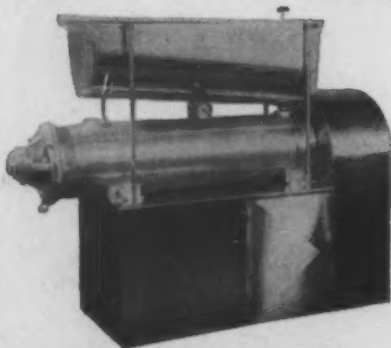
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### Will Bring Your Fondant Dep't. Up To Date

The MASTER Model will produce 1000 pounds per hour of SUPER SMOOTH

### PURE WHITE-CREAMY FONDANT

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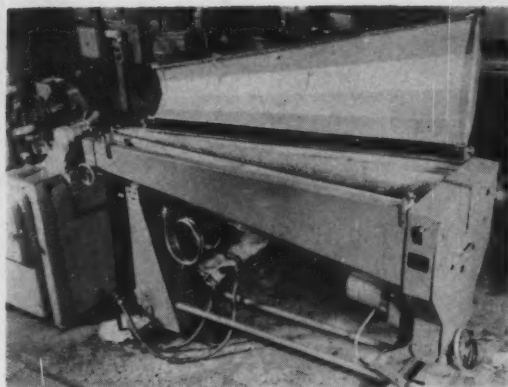
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Automatic

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**The HEMA Batch Roller Installed with a Latini Die Pop Machine**

- Main Drive in Oil Bath
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- Reversing Rollers (Electrical)  
(no special gears or clutch)
- With Manual Elevation Control

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Duty Paid

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### Optional Features

- Motorized Elevation
- Portable
- Special Sizers for Hard Candy or Taffy

Made in Western Germany, unit is of all steel construction. Cover opens from either side without adjustments. Roller cones are of acid-proof steel, and are adjustable at exit end by hand wheel, at back end by lever.

**John Sheffman, Inc.**

**152 W. 42nd Street New York 36, N. Y.**



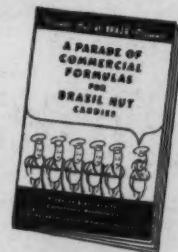
**O.K., Miss! I understand why you're in such a rush to buy Brazil Nut Candies.**

### Kernel Nut of Brazil Says:

You needn't be a traffic officer to know the urge that makes little folks hurry to buy candy made extra delicious with fresh, crunchy Brazil Nuts. For it is true that most everyone, grownups as well as children, go for Brazil Nut candies in a big way. Brazils have been America's favorites for many generations and today are more popular than ever. See if it won't pay you to put

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brochure.

## WITH IDEAL HI-SPEED WRAPPING MACHINE

You can depend on Ideal to do the job faster, at less cost, with maximum efficiency. That's why Ideal Special Caramel Wrapping Equipment is the preferred equipment . . . and it saves personnel—two operators are all that are required for this automatic machine.

Established 1908  
**IDEAL WRAPPING MACHINE COMPANY**  
MIDDLETOWN, NEW YORK, U. S. A.

## Finer Flavors FOR Finer Candies

**CHERRY**

**RASPBERRY**

**MAPLE**

**BUTTERSCOTCH**

**AND MANY OTHERS**

for 75 Years  
**foote & Jenks**

JACKSON, MICHIGAN



## Candy display stand wins award

This corrugated floor display which holds 100 pounds of bagged or bulk salt water taffy was awarded a bronze ribbon at the Fifth Annual Fibre Box Competition in Washington, D. C. Made for Sweet Candy Company, Salt Lake City, Utah by Central Fibre Products, of the same city, it received its award for its compactness of size, attractive colors and effectiveness as a point-of-purchase promotional item.

Amaco, Inc., a new concern which will specialize in chocolate, candy and food processing, and packaging machinery has opened offices at 2601 West Peterson Avenue in Chicago. Mr. Gerard Ziffer, president, has announced that his company has been appointed exclusive United States distributor for the Aasted Chocolate Processing Moulding Plants, Cox's High Speed Hydromatic chocolate refiners, Anton Reiche Plattinol chocolate moulds and Newman Labelling machines. Auto Wrappers' wrapping machines are also handled.

Edward T. O'Grady, manager of the gum division of Morningstar-Paisley, Inc., New York City, died on March 18th in Staten Island, New York. He was a past president of the Water Soluble Gum Association of America.

Luis de Hoyos, vice president and general manager of Synfleur Laboratories, Monticello, New York was elected mayor of that city on March 17th. Mr. de Hoyos' father served as mayor of Monticello for 14 years prior to his death in 1951. The senior de Hoyos was also general manager of Synfleur.

H. B. Flowers Company, Lebanon, Pa. and Wilmar Manufacturing Co., Philadelphia, Pa. have joined forces for the manufacture of regular and chunky peanut butter for bulk industrial use. All manufacturing will be done in Lebanon but each company will retain its sales office, trademark and will operate as a separate entity.



# D&O ESSENTIAL OILS !

**F**rom the four corners of the earth come the raw materials for essential oils that form the flavor basis of so many fine candies. Of these, D&O purchases only the finest for manufacture and rectification of the highest quality oils available. More than 160 years of cumulative experience in the complexities of world markets, plus careful processing and strict standards of quality control assure the D&O customer of oils that meet the most exacting specifications. Around the world we've searched...not for 80 days but for almost 16 decades...and the fruits of these endeavors are yours, for finer flavor. Consult D&O.

*Write for copy of latest Essential Oils Catalog.*

Our 160th Year of Service  
**DODGE & OLCOTT, INC.**

180 Varick St., New York 14, N. Y.  
Sales Offices in Principal Cities



*Essential Oils  
Aromatic Chemicals  
Perfume Bases  
Flavor Bases  
Dry Soluble Seasonings*

*Essentially for you*

*For Maximum Protection  
at Lowest Cost*  
**Use SWEETONE Decopad**



The most widely used candy padding in the United States. We maintain a special converting department to emboss, cut and die cut our paddings to your requirements.

*Write Today* for a new folder containing actual samples of our complete line of Sweetone Paper Products for manufacturing confectioners including:

Glassine	Chocolate Dividers
Waxed Papers	Boat & Tray Rolls
Wavee Parchment	Layer Boards
Embossed Papers	Die Cut Liners
Candy Box Paddings	

**George H. Sweetnam, Inc.**

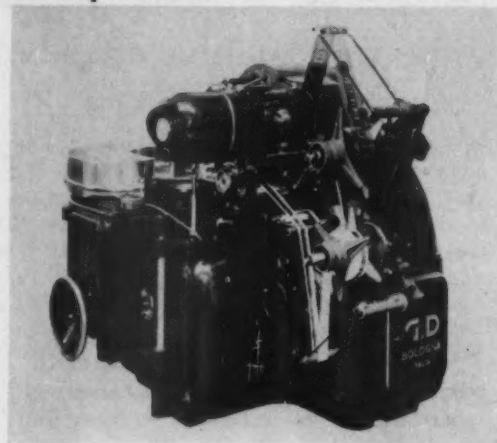
282-286 Portland Street, Cambridge, Mass.



Representatives in Philadelphia, Detroit,  
Baltimore, Chicago, Dallas,  
Los Angeles and Seattle.

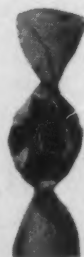


**GD Supermatic**



**MODEL 2500**

**For high-speed twist wrapping  
of hard form square or  
rectangular shaped candles.**



Double end twist wrap  
400-450 speed range  
per minute. From 320  
to 380 Speed range on  
bunch fold.



**SUPERMATIC PACKAGING CORP.**  
1460 Chestnut St. Hillside, New Jersey

BENEDICT R. MARFUGGI, Vice President Sales Manager

# CALENDAR

April 13-17; AMA Package Show, International Amphitheatre, Chicago, Ill.

April 16; Northern California section, AACT.

April 23 & 24; Pennsylvania Manufacturing Confectioners' Assn., 13th Annual Production Conference, Franklin & Marshall College, Lancaster, Pa.

May 10-13; Flavoring Extract Manufacturers, Golden Anniversary Convention, Hotel Roosevelt, New York, N. Y.

May 17-21; Institute of Food Technologists, convention, Bellevue-Stratford Hotel, Philadelphia, Pa.

May 22-25; Candy Square Club, Outing, Brown's Hotel, Loch Sheldrake, New York.

June 4-5; Manufacturing Confectioners Traffic Conference, semi-annual meeting, Atlanta, Ga.

June 7-11; National Confectioners Assn., Hilton Hotel, Chicago, Ill.

June 7-11; Associated Retail Confectioners, Drake Hotel, Chicago, Ill.

June 8; AACT, annual meeting, Hilton Hotel, Chicago, Ill.

June 13-16; M.C.B.A., New York Candy Club Exposition, Trade Show Bldg., New York, New York.

June 25-28 PMCA, annual Convention, Galen Hall, Wernersville, Pa.

June 29-July 2; NCSA convention, Concord Hotel, Lake Kiamesha, N. Y.

July 13-16; Southern Wholesale Confectioners and Tobacco Association, annual convention, Biltmore Hotel, Atlanta, Ga.

July 28-30; NCWA, convention, Palmer House, Chicago, Ill.

August 27-28; Badger Candy Club, 10th Annual Fall Candy Carnival, Astor Hotel, Milwaukee, Wisc.

October 3-8; International Bakers' & Confectioners' Union, 45th exhibition, London, England.

November 1-4; National Automatic Merchandising Association, convention and exhibition, Chicago, Ill.

November 3-5; Canadian National Packaging Exposition, Toronto

November 17-20; Packaging Machinery Manufacturers Institute Show of 1959, New York Coliseum.

ALWAYS AT YOUR SERVICE

In Cocoa Since 1899

**EMIL PICK CO.**  
COCOA BROKERS

80 WALL ST.

NEW YORK, N. Y.

Bowling Green 9-8994

**COCOA BEANS - COCOA BUTTER**  
Cocoa and Chocolate Products



*Hooton Chocolate*  
*Coatings*

*Liquor; Coatings; Powder*  
*for the Candy, Ice Cream*  
*and Bakers Industry*

HOOTON CHOCOLATE COMPANY  
NEWARK 7, NEW JERSEY

## Confectionery Brokers

**G & Z BROKERAGE**  
COMPANY

New Mexico—Arizona El Paso  
County Texas

P. O. Box 227 ALBUQUERQUE  
N. Mex.

Personal service to 183 jobbers,  
super-markets and department  
stores. Backed by 26 years experience  
in the confectionery field. We  
call on every account personally  
every six weeks. Candy is our business.

**HERBERT M. SMITH**  
318 Palmer Drive

NO. SYRACUSE, NEW YORK  
Terr.: New York State

**SAMUEL SMITH**

2500 Patterson Ave. Phone 22318  
Manufacturers' Representative  
WINSTON-SALEM 4, N. CAR.  
Terr.: Virginia, N. Carolina,  
S. Carolina

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1425 Fourth Ave.

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I. Liberman Cliff Liberman  
Terr.: Wash., Ore., Mont., Ida.,  
Nevada, Utah

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SAN FRANCISCO 7, CALIF.  
Established 1906  
Terr.: Eleven Western States

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Phone: MU. 4495  
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Terr.: Calif., Ariz., N. Mex.,  
West Texas & Nevada

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Manufacturers Sales Agents  
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Candy Specialties  
P. O. Box 177—Phone  
ALpine 6-3988  
NASHVILLE 2, TENNESSEE  
Terr.: Kentucky, Tennessee,  
Alabama

**IRVING S. ZAMORE**

2608 Belmar Place  
Swissvale,  
PITTSBURGH 18, PA.  
Confectionery Broker Representing  
Manufacturing Confectioners  
Since 1925  
Territory: Pennsylvania excluding  
Philadelphia.



The MANUFACTURING CONFECTIONER'S

# Clearing House



## MACHINERY FOR SALE

### FOR SALE

Bonus Cluster Machine  
Model S # 3 Savage Fire Mixers.  
20 gal. Model F-6 Savage Tilting  
Mixers, copper kettle.  
200 lb. Savage Oval Top Marshmal-  
low Beaters.  
Cut-Rol Cream Center Machines.  
50" two cylinder Werner Beater.  
1000 lb. Werner Syrup Cooler.  
200 lb. to 500 lb. Chocolate Melters.  
24" and 32" N.E. Enrobers.  
Simplex Gas Vacuum Cooker.  
Simplex Steam Vacuum Cooker.  
Savage Cream Vacuum Cooler.  
600 lb. Continuous Vacuum Cooker.  
Form 3 and Form 6 Hildreth and  
Factory Model American Pullers.  
6' and 7' York Batch Rollers.  
National Model AB Steel Mogul.  
National Wood Starch Buck.  
Bausman Twin Disc Refiner Unit.  
Ball and Dayton Cream Beaters.  
100 gal. Copper Mixing Kettle with  
Double Action Agitator.  
Hudson Sharp Wrapper.  
350 lb. cap. Resco chocolate melt-  
ing and tempering kettle.  
Hansella batch former.  
Hansella sizing unit.  
We guarantee completely rebuilt.

SAVAGE BROS. CO.

2636 Gladys Ave. Chicago 12, Ill.

Hudson Sharp 2W6, electric eye, straight-  
in feed; steel mogul with stacker and  
feeder; 24" Greer enrober line complete  
with tunnel, etc.; Simplex gas fire cooker.  
Box 4596, The MANUFACTURING  
CONFECTIONER.

Hayssen 7-17 Package wrapper with eye;  
DF bar wrapper with eye and maga-  
zine feed; RA Lynch wrapper will roll-  
card feed. Box 4595, The MANUFAC-  
TURING CONFECTIONER.

For sale: Simplex gas-fired vacuum cook-  
er; 3 ft., 4 ft., 5 ft. cream beaters;  
50 to 300 lb. chocolate melters; gas  
stoves; cut roll and Friend cream center  
machines; pulling machines; York batch  
rollers; steam jacketed agitating kettles;  
water cooled slabs; marbles; Hobart &  
Reed vertical beaters; candy packing  
wheel; copper kettles; guillotine caramel  
cutting machine and other items. You  
will find it worth while to check our  
prices first. S. Z. Candy Machinery Co.,  
1140 N. American St., Philadelphia, Pa.

Simplex steam vacuum cooker; FA2Q  
Package Machinery wrapper; Greer  
500-lb. kettle. Box 4594, The MANU-  
FACTURING CONFECTIONER.

1 Hudson Sharp model 2W6 with elec-  
tric eye. Box 3596, The MANUFAC-  
TURING CONFECTIONER.

One 2' and one 4' cream beater also  
laboratory model Friend machine with  
two dies. Bargain. If interested phone  
person to person Joseph Parker, Grove  
City, Pa., phone 1195.

## MACHINERY FOR SALE

Package Machinery GH2 Model for  
wrapping bars. Please advise price and  
where machinery can be seen. Box 4592,  
The MANUFACTURING CONFECTIONER.

## MISCELLANEOUS

For sale; Up to date candy factory plus  
5 bedroom house next to factory.  
Built of sturdy concrete and brick in  
1945. Excellent condition throughout,  
fully equipped, in profitable operation.  
Sells to top chains and jobbers, open  
shop, no help problems, best and clean-  
est factory possible. Floor space 8,000  
sq. feet. Manufacturer of large quantity  
peanut brittle, peco flake, candy canes,  
candy baskets, suckers, large and small.  
This is a first rate opportunity. Cost  
\$150,000 will sacrifice for \$85,000. Own-  
er must sell due to other financial losses  
not fault of candy factory. Investigate  
this outstanding buy. Owner would also  
consider a salesman or candymaker as  
partner. For this \$12,000 to \$15,000  
cash necessary. Lecas Candy Mfg., Co.,  
Pana, Ill.

Saving on glassine lined candy box wad-  
ding, also new one layer size folding  
candy boxes as well as regular sizes, au-  
tomatic style. Tissue, sasheen ribbon,  
Bargrain ribbon, etc. Shadur Box, Mil-  
waukee, Wisconsin.

## WILL BUY...

Any kind of inedible cocoa  
residues, such as cocoa shells,  
cocoa dust, expeller cake,  
powder, coating, liquor, butter,  
or any fat-containing material.

(ESTABLISHED 1973)

*Woodward & Dickenson*

1400 SOUTH PENN SQUARE, PHILADELPHIA 2, PA.  
PHONE: LOwer 4-5600; TELETYPE PH109

## SITUATION WANTED

All around candy maker with long prac-  
tical experience in the production of  
fine quality confections, also modern  
equipment and complete practical en-  
rober operation. Available, go anywhere.  
Box 2592, The MANUFACTURING  
CONFECTIONER.

Esq. available to take charge of chew-  
ing gum base department and general  
candy pan line. To this I will add that  
I have my own formula for synthetic  
chichly gum base which took me five  
years of research work. Also I will go  
in foreign countries to teach all this.  
Box 1286, The MANUFACTURING  
CONFECTIONER.

Experienced candy and food technolo-  
gist, having covered all phases of pro-  
duction of confectionery, as well as other  
food products, wishes position to fully  
use his experience and ability. Box 4591,  
The MANUFACTURING CONFECTIONER.

All around candy maker would like po-  
sition at once in retail or small whole-  
sale concern. Box 4593, The MANU-  
FACTURING CONFECTIONER.

Open for a job. A practical candymaker  
having had 35 years of practical ex-  
perience candy making foreman, super-  
intendent in hard candies, creams, gum,  
jellies, marshmallows, all kinds of pan  
work, counter goods, fudges, nougats,  
caramels running enrobers, package  
goods, bulk, penny goods, bar goods, un-  
derstand all types of machinery and how  
to handle it to get the best out of it.  
Formerly was superintendent for one of  
the largest houses in America. Would  
like to connect with some good modern  
firm that is progressive and wants new  
items and new ideas. Not as interested in  
salary as in connecting with the right  
firm. I would prefer working on a profit-  
sharing plan. My age is 51. Box 4597,  
The MANUFACTURING CONFECTIONER.

COCOA CAKE  
COCOA POWDER  
COCOA BUTTER  
Buy or Sell

*Woodward & Dickenson*

1400 SOUTH PENN SQUARE, PHILADELPHIA 2, PA.  
PHONE: LOwer 4-5600; TELETYPE PH109

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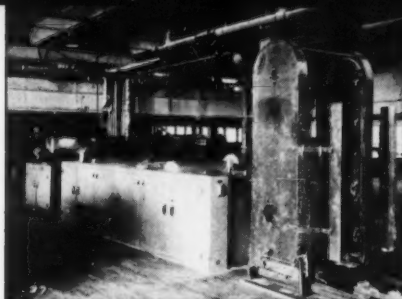
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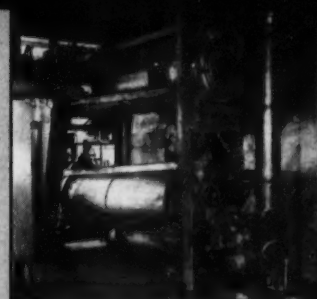
# Ultra Modern CANDY MACHINERY

**Secured From  
Recent Liquidations**

**AT TREMENDOUS  
SAVINGS!**



Very latest National Equipment M-100 Automatic, Streamlined, Heavy Duty Steel Mogul with D-100 Depositor. Ball bearings, forced feed lubrication, entirely framed with covers, explosion proof motors. Also with Currie Automatic Loader and Currie Automatic Stacker.



Huhn Double Starch Dryer and Cooler with all interconnecting conveyors to operate with Mogul automatically.

**OVER 5,000 MACHINES  
IN STOCK** *Rebuilt and Guaranteed  
To Operate Like New*

**• EVERY  
TYPE**

**• EVERY  
SIZE**

**• FOR  
EVERY  
NEED**

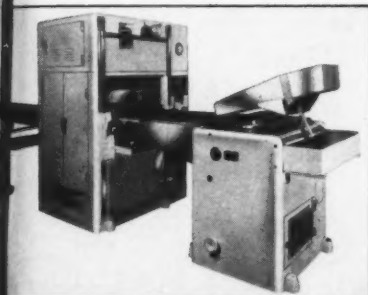
We can supply you with a stove and kettle to make 25 lb. batches, or the latest Continuous Cooker which will produce 2,500 lbs. of clear, high gloss hard candy per hour. We have a complete stock of Enrobers of all widths, from a 6 inch width belt up to a 50 inch width belt. For centers, we have Moguls and Depositors of all types. We also have mixing kettles of every size, to manufacture caramel, nougat, marshmallow, jelly, creams, etc., as well as cutting equipment for non cast centers.

We have hundreds of high speed wrapping machines in stock to wrap single candies, all sizes of bars and to overwrap all sizes of packages. Whatever your machinery requirements may be... we have the machine to fill your need.

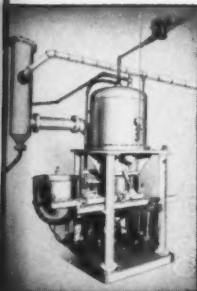
**Immediate  
Deliveries**

All offerings  
are subject  
to prior sale

Write, wire or phone collect  
for details and for our special  
low prices and also, to arrange  
to inspect this equipment.



National Equipment 24" Bon Bon Enrober. Used less than 1 year. All parts which come in contact with the coating material are made of stainless steel. Available with new machine guarantee. Also 24" and 32" latest style Standard Streamlined Enrobers in hand.



National Equipment high speed high-gloss Continuous Hard Candy Vacuum Cooker. 600 to 2,500 lbs. hourly production.



Simplex Late Model High Dome Steam Jacketed two-way Copper, Tilting, Cream Vacuum Cooker emptying into Ball 5 ft. Cream Beater.

**UNION**

Rebuilt  
Machinery

Established 1912



**UNION** CONFECTIONERY MACHINERY CO., INC.

318-322 Lafayette St.  
New York 12, N. Y.  
Canal 6-5333-4-5-6

167 North May St.  
Chicago, Illinois  
Seely 3-7845



# Advertisers' INDEX

Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of *The Manufacturing Confectioner* by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry. Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers.



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# The foolproof

**whipping protein**

**...G-400 for all**

**aerated candies**



- foolproof • G-400's unvarying, uniform composition can standardize your operation
- foolproof • G-400 is constantly tested under typical confectioner's whipping conditions
- foolproof • G-400 produces small, uniform air cells...retains them for much longer candy shelf-life quality  
(compared to egg albumen)
- foolproof • G-400 comes ready for use, with no advance soaking needed
- foolproof • G-400 dissolves instantly in either syrup or water
- foolproof • G-400 whips regardless of syrup processing temperature
- foolproof • G-400 shows no color change, even when stored over long periods

**Lower cost** is another major reason why more and more confectioners are specifying G-400 for their fondant and frappe type candy formulas. Also, G-400 is a nutritious, high protein product.



*Test it for yourself—write today for a working sample.*

Products for  
Butter Food  
Processing



**Gunther Products, Inc.**  
400 EAST MAIN STREET GALESBURG, ILLINOIS

# How bundling fraction-of-case units with Avisco<sup>®</sup> cellophane can help your distributors



Any distributor who ships products to retail outlets recognizes bundling as a source of operational savings. He counts on bundles of anywhere from 3 to 24 packages of a kind (depending on the product, of course) to divide the contents of a shipping case into easy-to-handle units. This simplifies distribution.

Cellophane, paper wraps and boxes are all widely used for bundling. But that's where the similarity ends. For cellophane offers advantages no other packaging material can match.

Taking inventory and making up orders become easier with cellophane. Its true transparency permits product visibility from the top, bottom and 4 sides of the bundle. Result—instant identification, faster count and reduced shipping errors.

And, nothing compares with cellophane for complete protection against dust and moisture, and sealing in freshness. This means longer shelf life.

Distributors also prefer cellophane bundling because

it wins favor with their retailers. Bundles can often be used as shelf displays without unwrapping until old stock is gone. This assures fresh, clean merchandise.

All these advantages mean savings in time and money for your own distribution organization and your wholesalers. They also give you and your wholesalers an extra selling tool.

But that's not all. In your own plant you can save bundling dollars with Avisco cellophane. It eliminates the need for printed or labeled boxes and paper overwraps; sails through your packaging machines more efficiently; seals easier and more securely—with heat alone. This heat sealing combined with cellophane's strength and rigidity result in a strong, secure, neatly formed bundle. What's more, cellophane substantially reduces packaging material inventory and the storage space it requires.

We offer a complete packaging service to assist you, and demonstrate how Avisco cellophane, plain or printed, will answer your bundling requirements better and more economically than any other material. Phone or write us for an appointment with our representative in your area or a selected cellophane converter specializing in your field.

*Learn more about  
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